

# GRAIN DEALERS' JOURNAL

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Yantis, S. W., grain and feed.

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Bell, Robert, grain commission.  
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National Grain & Hay Co., grain, hay.  
Thompson & Co., Albert R., grain com's'n.

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Ernst-Davis Grain Co., commission.\*  
Kansas City Seed & Grain Co., seeds.  
Marshall & Michel Grain Co., grain, feed.  
Southwestern Eltr. Co., receivers, shippers.  
Thresher & Fuller, grain commission.

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McCray, Morrison & Co., track buyers.

## LE MARS, IOWA.

Gehlen, J. J., grain and hay shipper.

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Welch & Co., E. L., grain commission.  
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Pultz & Co., J. B., grain and feed.  
Rogers & Co., E. L., grain, hay.\*

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Geldel & Dickson, grain, hay, feed.  
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McCague, R. S., grain, hay.\*  
Morton, N., grain and hay.  
Walton, Samuel, hay, corn, oats.

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Nanson Commission Co., grain commission.\*  
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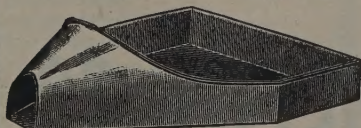
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 to  
**Van Ness Brothers**  
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 In your hat, and when you  
 have grain to ship re-  
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**H. D. WETMORE & Co.,**  
 GRAIN COMMISSION MERCHANTS,  
 512 Rialto Bldg., Chicago,  
 Will give your shipment per-  
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**Wanted Grain & Hay**

Consign your next shipment to  
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**YOUR INTERESTS IN THE  
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I ship the mills fresh country receipts  
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68 Board of Trade

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Robinson's Cifer Code, cloth	\$1.50
Hay and Grain Cifer Code	1.00
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Your interests are our interests. Try us.  
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Your cash grain and trades in futures solicited.  
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FACTORIES: Chicago, Ill. Waukegan, Ill. Peoria, Ill.  
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Consumption, 165,000 bushels daily.

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EFFICIENT RELIABLE

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CHICAGO, ILL.

We solicit a share of your consign-  
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Merry Christmas.



Long live the shipper who consigns ALL his grain,  
Instead of selling "On Track".  
It may seem unwise to consign all he buys,  
Yet experience teaches this fact:-  
No Matter how tempting a "bid" may appear  
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The RESULTS will be good at the end of the year,  
If you ship Lowell Hoit every car.

**R**eliability  
**U**nbiased Judgment  
**M**odern Methods  
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**Y**ours for the asking

&amp;

**C**orn  
**O**ats  
**M**illing and Low Grade Wheat  
**P**rovisions  
**A**ll Seeds and Mill Stuffs  
**N**otify us of  
**Y**our wishes in

Consignments of

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97 Board of Trade, Chicago



# Important to all Grain Shippers

The grain business changes every year according to quality and quantity of the crops.

The first movement is to territory with small or no crops, then the surplus goes for export. This year the American Farmer will force another change, by reason of his financial condition, carrying more grain than ever before on the farm. He will deliver his grain slowly, thus largely making the market himself, which will result in the spot cash market, ruling higher at times than bids for deferred shipment.

To meet these changed conditions and at the request of many of our friends **who think that as we are not engaged in the terminal elevator business at Chicago, and in touch with all other markets, are in a better position to do a receiving business than many others, we have organized a receiving department** which is in charge of Mr. J. J. Fones, one of the best cash grain men on the Chicago Board of Trade.

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**At your request** we will enter your name on our list and keep you posted so you can get **the most money** out of your grain by either consigning or selling track.

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**A MERRY CHRISTMAS  
AND  
A HAPPY NEW YEAR**

to all my many friends in the trade, and to assure them that I shall  
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**SAM. FINNEY**

GRAIN COMMISSION MERCHANT  
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Your business. Hitch up with an ad.  
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Please write for bids.**CHAS. R. LULL**

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GRAIN

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**A Happy and Prosperous New Year**  
To All Patrons, Present and Prospective.

MERRY. Happy and Prosperous are the thousands of firms now using the "Clipper" Grain, Bean and Seed Cleaners, and "Merry, Happy and Prosperous," exactly describes our condition at the close of the present year.

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Combined Shuck Sheller and Cleaner for Unhusked Corn.

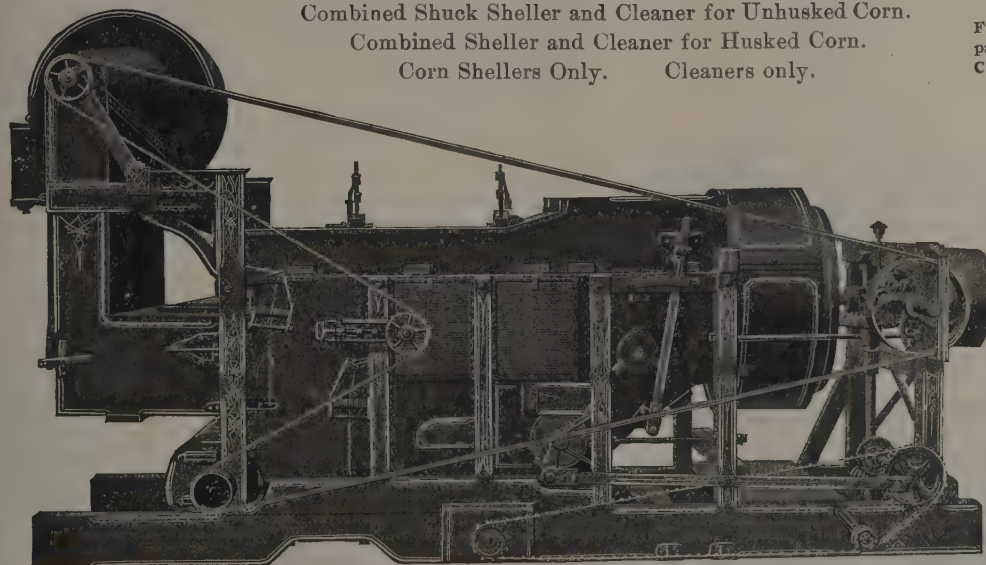
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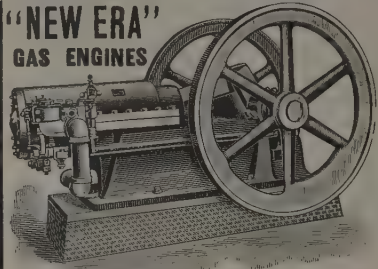
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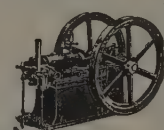
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GAS ENGINES**



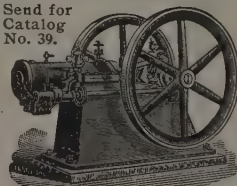
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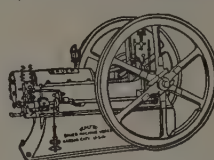
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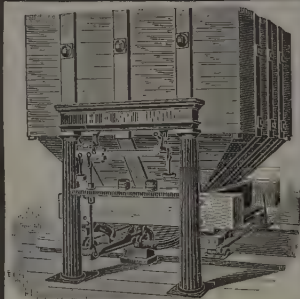
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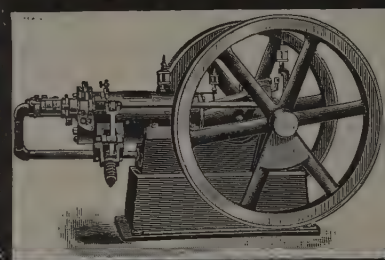


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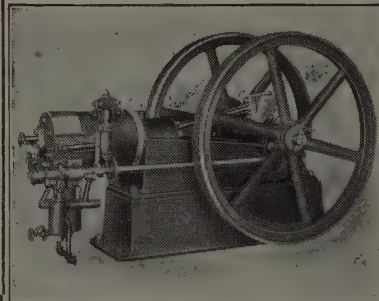


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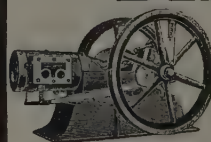


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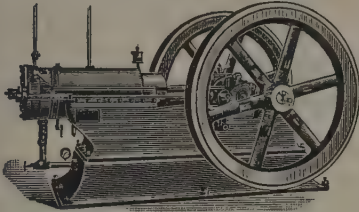
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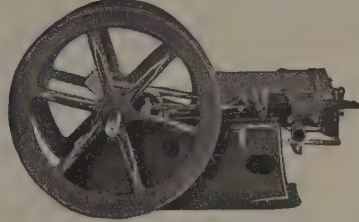
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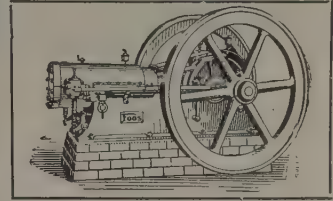
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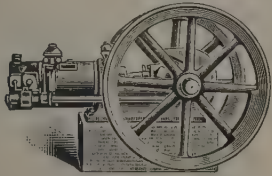
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For the BOSS car loader we claim that as it is stationary there is no time and muscle wasted getting it in and out of the cars; that it does not get broken if a train backs into the car which is being loaded; as it occupies no space in the car, the center can be loaded as well as the ends when necessary to get the full capacity of the car; it is easy to install and operate, durable, not easily broken and will load the largest as well as the smallest cars to their maximum capacity without any hand labor.

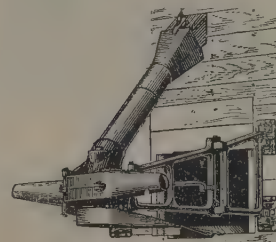
For quite a while we have been publishing letters from eight or ten different states testifying to the truth of our claims. We make these loaders in five sizes and send them on trial when requested to do so. Your communication will receive a prompt response.

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The Ideal Car Loader is guaranteed to load a car full to the roof at both ends. Absolutely loads car without the aid of hand labor. When not in

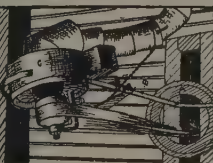


use loader can be pulled inside of elevator by folding brackets, rain and snow cannot affect it.

Does not crack or split the grain.

30 days trial allowed, write us now.

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**Nelson Car Loaders are O.K.**

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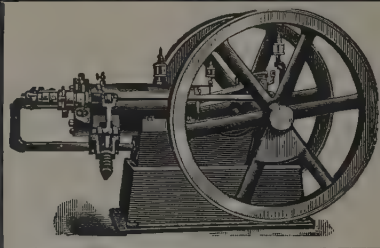
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16 inch pulley—16 inch face.

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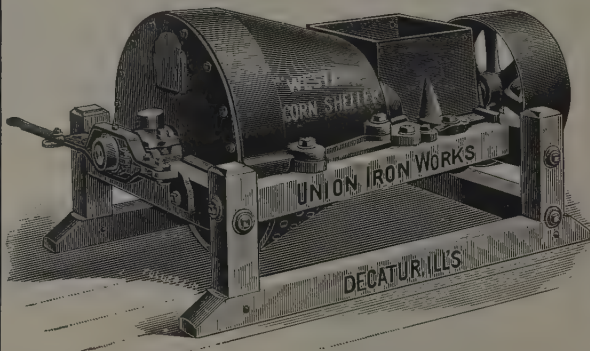
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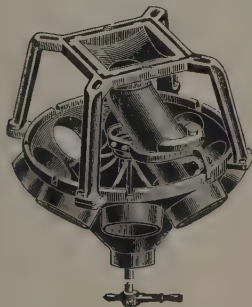
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It will save you in labor all it costs in less than a month.  
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6-inch, 8 ducts.

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Guessing when a bin is about full, as you must do with the ordinary device, is costly, because, to be on the safe side, you stop elevating when they are nine-tenths full. With 10 bins you lose the use of one-tenth of each bin, practically operating one bin at a loss.

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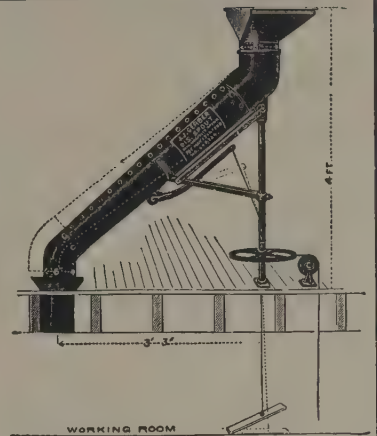
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and be convinced that it is the best spout you can secure for your elevator. We make a specialty of mill and elevator spouting.

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FOR SALE.—My 12,000-bu. elevator in new small town on the C., R. I. & P. road in Northwest Iowa. Address R. P. Dethmers, Plessis, Iowa.

IF YOU fail to find the elevator you want in this column, advertise your want to the grain trade by using space in our "Elevators Wanted" column.

PAYING GRAIN AND COAL business in one of the best towns in Northwest Iowa for sale. Address H. Box 11, Grain Dealers Journal, Chicago, Ill.

A GOOD ELEVATOR well located in good territory in Western Iowa for sale. Also good coal business goes with it. Address Luke, Box 11, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE, 15,000 bus. capacity. Dump scales, gasoline engine. In good So. Dakota town; doing good business. Address Jos. Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in southwestern Iowa on main line of C., B. & Q. Doing good business. Hopper scales, gasoline engine. Address Wish, Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR AND FEED MILL in a large town in Central Illinois for sale at \$4,000. Big coal business in connection. Have other interest requiring my personal attention. Address Winkle, Box 11, Grain Dealers Journal, Chicago, Ill.

OUR MODERN ELEVATOR, comparatively new, in a town of about 2,000 in Central Illinois. Price \$9,200, part cash, balance secured. We are doing a good business, but will sell on the above terms. Write us. Address New Box 223, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**

TRACK BUYING BUSINESS for sale in a good town in Central Illinois, enjoying a good patronage. Will take about \$5,000 to swing the deal. For complete information write Central Box 226, Grain Dealers Journal, Chicago, Ill.

FOR SALE or exchange for a farm: a new 20,000-bu. elevator on Panhandle R. R. In eastern Indiana; fine farming county; no stock fed to speak of. Address J. W. Owens, Saratoga, Ind.

200 ELEVATORS, lumber yards, implements stocks, etc., located at various points in the grain belt. Send for list. I have sold more elevators than any other man in the last year. C. A. Burks, Elevator Broker, Decatur, Ill.

ELEVATOR, lumber and coal business for sale. A money making combination. Fine town; only lumber yard. Good competition. Going out of business, account ill health. Address I. X. L. Box 11, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in southwestern Ohio. 8,000 bushels capacity, two cleaners, sheller, hopper scales, feed mill, gasoline engine, feed, coal, paints, farming implements, buggies, etc. Address, R. Box 3, Grain Dealers Journal, Chicago, Ill.

ONE HALF INTEREST in elevator and mill for sale. Water power the year round. Mill running every day and good demand for its entire output. Located in Indiana in good grain section. Address G., Box 11, Grain Dealers Journal, Chicago, Ill.

FOR SALE: Feed store; storage and shippers elevator; complete feed grinding outfit; twenty-five h. p. gas engine; shipper grain and feed bins. All new and up-to-date. Can offer an exceptional bargain. Address F. S. Butler, Richmond, Ind.

TWO MODERN ELEVATORS, in good repair, for sale. One in Northern Iowa; one in Southern Minnesota. Flour house and coal sheds in connection with each. Good towns. Price reasonable. Address Hip, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATOR on individual side track for sale. Capacity, 35,000 bu. 8 h. p. F. & M. gasoline engine with up-to-date machinery. Corn sheller and corn mill in separate building. Fine site and fine opening for lumber yard. In famous black land district. Address C. C. Graves, Royse, Texas.

ELEVATOR for sale in fine Illinois town. Capacity, 75,000 bu. Five churches, good school, two banks, one competitor. New 12-h. p. gas engine; 6 to 800,000 bu. station, handles one-half. Price, \$12,000, part time. Address Har, Box 10, Grain Dealers Journal, Chicago, Ill.

I WILL SELL my 50,000 bushel elevator, located in a town of 1,500, for \$13,500. Competition good. Station handles 800,000 bushels annually. One competitor. Handle coal in connection with grain; terms cash, half down. Or would consider good farm land. You must write at once, we have a good trade, and are making money. Address Lement Box 223, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**

FLOUR, FEED. COAL, HAY, AND GRAIN business conducted in connection with a mill property; located close to two railroads. \$3,000 cash. Write us to-day. Address Tors Box 216, Grain Dealers Journal, Chicago, Ill.

I WANT TO SELL my bank and grain business, and residence. All modern and in good condition. Price \$16,500; worth \$20,000 of any man's money. Write me at once, for if I sell, I want to close out in the next couple of weeks. Address Bank Box 2000, Grain Dealers Journal, Chicago, Ill.

MY 75,000 BUSHEL ELEVATOR, located in a good town with two banks, for sale at \$14,000; or will exchange for land that is worth the money, not to exceed the price of the property. Handle 300,000 bushels of grain annually. Write me. Address Bac Box 220, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, 15,000-bu. capacity, for sale, with corn sheller and warehouses to store 50,000 bu. of grain; good wholesale and retail trade; in good black land country; with good corn crop now made; same will begin to move by September 15th. Address, O. H. Black, Leonard, Texas.

A 35,000 BUSHEL ELEVATOR, handles 100,000 bushels of grain annually, also handles coal, seed and mill feed, and a splendid opening for a lumber yard. We handle machinery, etc. Price \$8,000; might consider good tract of timber land. Write us at once. Address Grain Box 219, Grain Dealers Journal, Chicago, Ill.

WE WILL SELL our modern elevator of 30,000 bushels shelled grain, built last summer, located in a town of 500 in the corn belt of Illinois, at \$9,000, half cash; balance good notes. Competition good; located on the I. C. We must hear from you by January 1st, or there will be no trade. Address Illinois Box 128, Grain Dealers Journal, Chicago, Ill.

ONE OF THE BEST grain propositions in the corn territory of Illinois, handling 300,000 bushels of grain annually. Well built, a modern plant, and is located on the I. C. Price \$15,000, half cash; in a good town and is worth more money. Everything in good repair. Sheller, cleaner, brick engine house, etc. Address Corn Box 217, Grain Dealers Journal, Chicago, Ill.

BEAN ELEVATOR and coal business for sale, in southern Michigan, on L. S. Ry. New, modern and up-to-date. No competition. Fine opening for lumber and general produce which are not handled here. Net profits for three years paid for business. Reason for selling, health of family. Price, \$5,100. Address Bean, Box 10, Grain Dealers Journal, Chicago, Ill.

THE BEST EQUIPPED ELEVATOR on the I. C. R. R. for sale. 30,000 bu. capacity. 10 h. p. gasoline engine, cleaner and feed grinder. Good feed and coal trade; coal 150 tons capacity. Coal business 600 to 800 tons; grain 150,000 to 300,000 per annum. This plant has always made money. Good seven-room residence, corner lot 120x140, goes with it. Address Malcolm Peterson, Pomeroy, Ia.



## ELEVATORS FOR SALE.

ELEVATOR in corn belt of Illinois for sale. Handles over 200,000 bu. annually. Good reasons for selling. Address Bark, Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR AND RESIDENCE, well located in northeastern Iowa. Good point for buying stock, as well as grain. Only elevator in town. Price low. Address, I. & D., Box 9, Grain Dealers Journal, Chicago, Ill.

GRAIN, LUMBER and milling business for sale. Central Iowa; elevator capacity, 40,000 bu.; crib capacity, 25,000 bu. Big corn crop; good town, 400; good school, church, and banking facilities. For full description, price and terms, address Berts, Box 9, Grain Dealers Journal, Chicago, Ill.

LARGE ELEVATOR in best corn and oats belt in western Indiana for sale. Handle annually 400,000 bu. New and modern; capacity, 100,000 small grain; 50,000 bu. ear corn cribs. Competition the best. Reason for selling, have other business. Address, A. M. L., Box 9, Grain Dealers Journal, Chicago, Ill.

NEW, UP-TO-DATE elevator, 35,000 bus. capacity, for sale. Complete with meal buhr and feed grinder. 25 h. p. gas engine. Flour Exchange doing \$6,000 business per year. Hay barn, 500 tons capacity. Handle yearly 100,000 bus. grain, 1,500 tons hay. Splendid location for lumber yard. No opposition. Address C. E. Lamotte, Saint Marie, Ill.

INDIANA ELEVATOR for sale. Almost new. 15,000 bu. capacity. No competition. In an average year this elevator will handle 200,000 bu. corn, wheat and oats, 1,200 tons coal and 25 cars tile. Also 1,000 to 2,000 bu. seed. Good flour trade. Splendid location for implements, lumber or live stock. This is a gilt edge property and will bear the closest investigation. Price, \$7,500. Address A. B. C. Box 8, Grain Dealers Journal, Chicago, Ill.

WE OFFER for sale at Olive Branch, Ill., on the C. & E. I. R. R., 20,000-bu. cribbed elevator, covered with drop siding; corn cribs for 5,000 bushels; two 5-ton wagon scales; one 500-bushel hopper scale; one stand of elevators large size; Huntley cleaner; 10 h. p. gasoline and 25 h. p. steam engine. Plant is almost new. Ships about 75 cars wheat and 20 cars corn; business growing each year. 10,000 seamless cotton bags. Plant pays for itself every three years. Price, \$5,000. Address, The Sidell Grain & Elevator Co., Sidell, Ill.

NEW CRIBBED, steel sided, slate roof elevator for sale. Two dumps, one for ear corn and the other for small grain. Two stands for elevators; cups 7½x12 in. and 6½x10 in. Five-ton Howe wagon scale; one hopper scale; No. 2½ Western corn sheller; large size Western shaker cleaner; large size A. T. Ferrell seed and grain cleaner; gravity car loader. Brick engine house; 20 h. p. Erie engine and boiler. Cob house adjoining; private side track to Penna. R. R. Three lots; fine farming community. 12,000 bu. capacity, easily increased. Low insurance rate. Address Lock Box 21, Bettsville, O.

## ELEVATORS FOR SALE.

FOR SALE IMMEDIATELY—New elevator just built, handling 45,000 bu. per month. New railroad; big territory; fine opening for coal, lumber and live stock. Immediate possession. Reasons for selling, rheumatism. Address Dakota, Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR AND MILL for sale at New Hartford, Iowa. Capacity 15,000 bu. Situated on I. C. R. R. Steam power 35 horse engine; 50 h. p. boiler; cylinder corn sheller; Scientific feed grinder; new wagon scale; No. 3 oat clipper. All other things necessary to make it a first-class outfit of its kind. Good retail business. A money maker for the right man. Terms reasonable. Address Lock Box 2, New Hartford, Iowa.

## ELEVATORS WANTED.

WANT TO BUY an elevator. Address Box 154, Lesterville, S. D.

KANSAS OR NEBRASKA elevator wanted for cash. Address Box 574, Hutchinson, Kansas.

ELEVATORS WANTED, that are handling a good business. Address J. W., Box 9, Grain Dealers Journal, Chicago, Ill.

WANTED TO BUY or rent a good up-to-date grain elevator in Ohio or Indiana. Give full particulars in first letter. Address Box 94, Ohio City, O.

ONE OR MORE ELEVATORS wanted. Let me hear from you if you have any for sale that are doing a good business. Address T. Isebrands, George, Iowa.

ELEVATOR WANTED, in grain and timothy seed territory. Storage capacity 10,000 to 20,000 bushels. Coal as a side line desired. Address Sum, Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED, in Ohio or Eastern Indiana, in exchange for an improved farm of 134 acres in Tennessee. Write us for full particulars and description. McMorran Bros. & Co., St. Paris, Ohio.

## MILLS FOR SALE.

A FORTY BBL. MILL for sale or exchange. Pernt Bros., Artesian, S. D.

## EXCELLENT OPENINGS FOR MILLS

All owners of flour mills and grain elevators located in the older-settled sections at points where conditions are not entirely satisfactory can be accommodated with locations along the



We will be glad to give particulars regarding very fine openings for mills, especially in the best wheat growing sections of Oklahoma where large quantities of wagon wheat can be secured. Excellent inducements can be secured from local parties.

Write for a copy of handbook entitled "Opportunities".

**M. SCHULTER**  
INDUSTRIAL COMMISSIONER  
Frisco Building ST. LOUIS, MO.

## SCALES FOR SALE.

SCALES for elevators and mills; low-cost prices. Chicago Scale Co., Chicago.

ONE PAIR Buffalo scales for sale. Capacity, 600 lbs. Address W. J. Jenkins, Saint Paris, Ohio.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

HOOVER Automatic Scale, No. 1, for sale; in good condition; used only a few weeks. Price \$50 f. o. b. Lebanon. Address B. H. Lancaster, Lebanon, Ky.

CHICAGO SCALE CO. wagon scale for sale. Capacity, 12,000 lbs. Platform, 8x14 ft. Timbers and all in fairly good condition. Ready to set on foundation. Price \$50. Address J. E. Bush, Joliet, Ill.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

REFITTED R. R. track, 60-ton, 64 ft. Howe scale, with single brass beam. This scale is still in the original boxes as it came from the factory and can be shipped immediately. Price, f. o. b. here, \$400.00. Maltby Cedar Co., Bay City, Mich.

FAIRBANKS STANDARD SCALES at 70-80 per cent discount. New. Don't pay any more; don't buy second-hand scales when you can get the genuine Fairbanks Standard, new, for less money. Address, for particulars, P. O. Box 194, Chicago, Ill.

## MISCELLANEOUS.

HAGERTY BROTHERS, Peoria, Ill. Elevator Supplies and Builders, Spouts, Buckets, Belting.

LIST YOUR ELEVATOR for sale or trade. Have cash buyers. Address Aaron Smick, Decatur, Ill.

VENTILATE YOUR EAR CORN: No matter how perfectly your corn keeps on the outside of the crib, it will keep better in the middle of the crib if you use Beale's Patent Movable Corn Crib Ventilators. Just the thing to make No. 2 corn. Reasonable terms. Address N. S. Beale, Patentee, Tama, Ia.

NO USE FOR HOT BOXES. Grain elevator men, give us your names and postoffice addresses and we will send you samples of our lubricating oils and greases by mail, prepaid, with prices showing you a saving of from \$3 to \$7 per barrel on the highest fire test oils made. Address Independent Oil Co., Mansfield, O. Mention this paper.

## LOCATIONS FOR ELEVATORS.

ARE YOU LOOKING for a location for an elevator? Address B. Thomas, President The Belt Co. of Chicago, Room 13, Dearborn Station, Chicago.

**ENGINES FOR SALE.**

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

GASOLINE ENGINE, 1 h. p., for sale. As good as new. Address W. J. Jenkins, Saint Paris, Ohio.

ONE 16 h. p. steam engine complete for sale. Excellent condition. McMorran Bros. & Co., St. Paris, Ohio.

GASOLINE ENGINES, 1, 2, 4, 8, 10, 15, 25 h. p. State power wanted. Address J. Fox & Co., Covington, Ky.

GAS AND GASOLINE engines for sale or exchange. Address Alexander & Crouch, 33 So. Canal St., Chicago, Ill.

GASOLINE ENGINES, 12 and 15 h. p., for sale. Smaller sizes in stock. R. A. Dewsberry, 46 N. Morgan St., Chicago.

ONE 25 h. p. steam engine, in good order, for sale at your price, as it must be sold this month. Address Baldwin & Elliott, West Liberty, O.

LEWIS GASOLINE engine, 6 h. p., for sale; good condition; used 4 years; price \$150 here. Varney Mfg. Co., Leavenworth, Kan.

ONE 20 horse power Model gasoline engine for sale very cheap. All complete; brand new. Address Lennox Machine Co., Minneapolis, Minn.

ST. LOUIS CORLISS ENGINE, 20x42, for sale. Good as new. For particulars apply to the Aug. J. Bulte Milling Co., Kansas City, Mo.

ONE 15 h. p. Erie gas engine for sale. This engine is in good condition and can be seen running most any day. Address W. J. Jenkins, Saint Paris, Ohio.

GAS ENGINE for sale, 4 h.p. Equipped with Shanahan Muffler, makes no noise. Caldwell Vapor Cooled Engine Co., not inc., R. 308, 21 Quincy St., Chicago, Ill.

A GOOD, DOUBLE CYLINDER, 75 h. p. gas engine for sale. Has been used but a short time. Will sell cheap. Write the Jay Grain Company, St. Marys, O.

FOR SALE—One 8-h.p. Pierce; 1 5-h.p. Webster; 1 25-h.p. Charter; 1 7-h.p. Charter; 2 6-h.p. Fairbanks Upright and one 12-h.p. Otto. C. D. Holbrook & Co., Minneapolis, Minn.

GASOLINE ENGINES, 2 h. p. and up. Vertical and horizontal, stationary or portable. All engines warranted. J. F. Atherton & Co., 65 S. Canal St., Chicago.

STEAM ENGINE, 12x24, for sale; fitted with new drop cut off valves; economical under load of 60 to 80 h. p. Address Walter S. McKinney, 204 Dearborn St., Chicago, Ill.

ONE 50 h. p. Miller gas engine, double cylinder, all overhauled and in first-class condition, for sale. Also one 20 h. p. upright gas engine, all overhauled and in first-class condition. Address The Philip Smith Co., Sidney, Ohio.

SECOND-HAND GASOLINE Engines at a bargain. One 9 and one 14 h. p. Otto; one 22 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

**ENGINES FOR SALE.**

8 H. P. OTTO GAS Engine for sale. In fine condition. Complete, \$100.00.

F. E. PFANNMUELLER & Co., 733 ROOKERY BLDG., CHICAGO.

SECOND-HAND GASOLINE engines; 6 h. p. Lewis; 8 h. p. Otto; 12 h. p. Webster; 25 h. p. New Era; 50 h. p. Otto; 11 h. p. Foos. Write Colborne Mfg. Co., 35 Indiana St., Chicago.

ONE 15 to 17 h. p. Pierce gasoline or gas engine with compressed air starter, for sale at a bargain. In first-class condition; use 1 but about six months. Address Hart Grain Weigher Co., Peoria, Ill.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 31½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

**ENGINES AND BOILERS.**

FOR SALE: 15, 20 and 25 h. p. Atlas engines and boilers in A-1 condition. Address Wallace Machinery Co., Champaign, Ill.

FOR SALE: 1 boiler, 16x66; dome 32x36; 54 4-in. flues, with fronts in good order. Frank G. Ely, Traders Bldg., Chicago, Ill.

ONE 25 h. p. Brownell tubular boiler, 2½ in. flue, with front and grates, for sale. Only been used short time. Address Chamberlain Bros., North Lewisburg, Ohio.

ONE STEEL HORIZONTAL BOILER, 25 h. p., for sale. Also one 12 h. p. Nagle engine. Less than one-half original cost. The B-B Mfg. Co., 50 Masonic Temple, Davenport, Ia.

THREE 72x20 second-hand boilers that will stand 175 lbs. cold water pressure or 125 lbs. steam pressure; in first class condition. A bargain. Address Manufacturers' Supply Co., Minneapolis, Minn.

FOR SALE: One forty horse power, slide valve engine, cylinder 10x22, 16-in. stroke, side crank, made by Jackson Foundry & Machine Company. One boiler, sixty horse power, 16 feet long, 52 inches in diameter, full front, 5-16-inch sheet steel. Both in good condition. Address Central Granaries Co., Lincoln, Nebr.

**MISCELLANEOUS FOR SALE**

SAVE MONEY ON MACHINERY, engines and boilers, pumps, feed water heaters, fans, blowers, air compressors, gasoline engines. All sizes in stock. Write A. L. Dawson & Co., 29 W. Washington St., Chicago, Ill.

**MACHINERY BARGAINS.**

500-bu. Fairbanks Hopper Scale, tested and sealed, at \$75.00.

14x36 Allis Corliss Engine with or without Condenser.

Large stock of second-hand boilers from 5 to 100 h. p.

Engines, any size.

Gardner Steam Pumps.

10x14 Morris Centrifugal Pump.

Also a full line of Mill Machinery and Supplies. Address Manufacturer's Supply Co., Minneapolis, Minn.

**MACHINES FOR SALE.**

FOR SALE—One Appleton mill and crusher; 2 Triumph corn shellers. C. D. Holbrook & Co., Minneapolis, Minn.

ONE NO. 4 EUREKA oat clipper for sale. Practically good as new. Address W. J. Jenkins, Saint Paris, Ohio.

FOR SALE—No. 2 Marseilles sheller. Good as new, only shelled 10,000 bu. Wilder & Pearson, Laddonia, Mo.

ONE NO. 9 Bowsher feed mill for sale. Nearly new. Too large for my power. Address E. J. Murrie, Russell, Ill.

ONE NORDYKE & MARMON double roll feed mill for making cornmeal for sale. The Philip Smith Co., Sidney, O.

MIAMI VALLEY CORN SHELLER, in good order, for sale, at your price, as it must be sold this month. Address Baldwin & Elliott, West Liberty, O.

ONE 12-inch stone burr feed mill for sale. Good as new; has been in use about six weeks. Address W. J. Jenkins, Saint, Paris, Ohio.

FOR SALE CHEAP: A No. 1 New Process Marseilles sheller; also cleaner. Both as good as new. Wm. Loveless, Taylorville, Ill.

PRACTICALLY NEW 30-inch vertical French burr grinder for sale at \$35 cash. Address Kansas City Hay Press & Machy Co., 1307 Jones St., Omaha, Nebr.

FOR SALE—1 No. 2 Marseilles sheller; used one year; 1 100-bushel U. S. hopper scale. Both in good condition. Address, M. J. Lee, Redmon, Ill.

PORTABLE DUMP, suitable for corn or oats, for sale cheap. Also, Marseilles combination sheller and cleaner, and small two-hole portable sheller. Address Woodbury & Files, Muncie, Ind.

THREE MONITOR Oat Clippers for sale, capacity 1,000 per hour. Two Pease Separators, capacity 800 bushels per hour. Above in fairly good condition. Milwaukee Elevator Co., Milwaukee, Wis.

TWO NO. 1 cob crushers for sale. Also Beall non-vibrating corn cleaner; ½ N. & M. corn meal purifier; No. 3 Excelsior bran duster and many other machines. Write for list No. 21. Address A. S. Garman & Sons, Akron, O.

ONE NO. 1 Richmond grain cleaner and separator, capacity 200 bu. per hour, for sale. Also one combined corn sheller and cleaner, capacity 100 to 150 bu. per hour. Both in good condition. Or will exchange for feed mills. Address McMorran Bros. & Co., St. Paris, O.

**PARTNERS WANTED.**

INCORPORATED GRAIN AND mercantile company in North Dakota, doing large business and paying over 50 per cent dividends, offer a certain amount of its capital stock at par to a thoroughly up-to-date merchant who can devote all his time to the business. German community. Full particulars given to proper parties. Address Par, Box 7, Grain Dealers Journal, Chicago, Ill.



## SITUATIONS WANTED.

**SITUATION WANTED** in elevator. Two years experience; can furnish reference. Address Lock Box 343, Peterson, Ia.

**SALESMAN**—Experienced in elevator and mill machinery desires position to travel in Indiana and Ohio. Address Lock Box 451, Celina, Ohio.

**POSITION WANTED**, as book-keeper with some grain firm or manager for an elevator; 10 years experience; best of reference. Address Joe Evans, Pine Bluff, Ark.

**POSITION WANTED** as solicitor for grain firm or buyer on track for cash grain house. Best of reference. Address Solicitor Box 9, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as buyer for some grain firm. Seven years experience. Can give the best of references. Address Temple Box 12, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED HELP** for all kinds of work about an elevator or grain office can be obtained quickly by advertising your want in the "Help Wanted" column of the Grain Dealers Journal.

**SITUATION WANTED** by young man as manager country end of grain receiving business. Income now \$1,600, but opportunity for further advancement limited. Address Competent, Box 9, Grain Dealers Journal, Chicago, Ill.

**GOOD RELIABLE MAN** wants position in an elevator. Understands how to handle all elevator machinery and to grade grain. Experienced; A-1 references. Prefer position in western states. Address P. K., Box 11, Grain Dealers Journal, Chicago, Ill.

## SEEDS FOR SALE.

**TIMOTHY, CLOVER AND FIELD SEEDS** of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

**CLOVER SEED**, timothy seed, alsike, oats, corn and hay for sale. Don't fail to write us. Address Kinsey Bros., North Manchester, Ind.

**CANE SEED**, Kaffir Corn, Alfalfa Hay and all kinds of grain for sale in car lots; Santa Fe and Mo. P. R. R. The L. C. Adam Mer. Co., Cedar Vale, Kans.

**WESTERN HEADQUARTERS** for Alfalfa, Clover, Timothy, Millett, Sorghum and Kaffir Corn. Write for prices. Missouri Seed Co., Kansas City, Mo.

**WE ARE** buyers and sellers of Clovers, Timothy, Hungarian, Millet, Blue Grass, Red Top and other Field Seeds. Correspondence solicited. THE ILLINOIS SEED COMPANY, Chicago, Ill.

**CARLOADS AND LESS:** Red Clover, White Clover, Alsike, Kentucky Blue Grass, Red Top and Orchard Grass. Samples and quotations gladly furnished on application. Address W. H. Small & Co., Evansville, Ind.

## BRAN WANTED.

**WANTED**—Corn bran, also crushed ear corn (cob meal) any quantity, shipment sight draft, submit offers. Lewis, Leonhardt & Co., Knoxville, Tenn.

## GRAIN FOR SALE.

**WHEAT, OATS, CORN** and ground feed for sale. J. A. Sauer, LeMars, Ia.

**CORN, MILO MAIZE** and Kaffir corn for sale. R. J. Bishop & Son, Gage, Okla.

**WHITE WHEAT** for sale. If in need of white wheat write or telegraph Sam Williamson, Salt Lake City, Utah.

**MIXED CARS** a specialty—flour feed, rye, oats & corn. Send along your orders. Goshen Milling Co., Goshen, Ind.

**CHICKEN FEED WHEAT** for sale. Write for samples of chicken feed wheat in bulk by the car. Stockbridge Elevator Co., Jackson, Mich.

**FOR SALE**—2,000 bushels of seed turf (winter) oats. Also 10,000 bushels white milling corn. Address John A. Tyner & Co., Nashville, Tenn.

**NEW BROME GRASS SEED**—1,000 lbs. only, at 7c. per lb., in 100 lb. bags; cleaned free from weeds, f. o. b. bags free. S. Major F. Coles, Moffat, Assa.

**GRAIN**, seeds, hay, corn and oats chop a specialty. We ship split cars of corn, oats, chop and flour. Address Mead Grain Co., Union City, Ind.

**GRAIN FOR SALE**—"Phoenix Brand" Poultry feed, "Monitor Brand" Chick Food, Chicken Feed Wheat, Kaffir Corn, Feed Barley and a full line of materials suitable for feeding poultry and pigeons. THE ILLINOIS SEED COMPANY, Chicago, Ill.

## HAY WANTED.

**OAT STRAW WANTED.** Address Hamilton & Vincent, Ottawa, Ill.

**WE want** your next consignment of HAY and STRAW. Address R. F. Morrow Commission Co., Chicago, Ill.

**HAY** and tangled rye straw wanted in any amount; also ear corn, oats and rye. Address Johnson & Son, Goshen, Ind.

**WE ARE** in the market for good No. 1 timothy hay; also for good No. 1 prairie hay. Hamilton & Vincent, Ottawa, Ill.

**HAY WANTED**—We buy hay f. o. b. your track and handle on regular commission of 50c per ton. Write us. National Grain & Hay Co., Indianapolis, Ind.

**OUR COMMISSION**, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

## GRAIN WANTED.

**SNAPPED CORN** wanted. F. L. Wallace & Co., St. Louis, Mo.

**MILLING BUCKWHEAT** wanted. Address H. J. Klingler & Co., Butler, Pa.

**OFF-GRADE**, light wheat wanted. Mail samples. Address, W. H. Small & Co., Evansville, Ind.

**BUCKWHEAT GRAIN** and gluten wanted. Send samples with prices. West Side Hay & Grain Co., Manchester, N. H.

**WANTED COUNTRY SHIPPERS** of grain to quote lowest prices f. o. b. on corn and oats. Address Bennett & Hawkins, Nashville, Tenn.

**SHELLED CORN** wanted. Quote lowest delivered price. Must be good sound merchantable corn. Address Wilder & Pearson, Laddonia, Mo.

**EAR AND SHELLED CORN** wanted. Quote lowest delivered price. Must be good sound merchantable corn. Address Chowning Grain Co., Lathrop, Mo.

**NEW YELLOW EAR CORN** wanted. Also all grades new and old shelled corn, oats, and etc. I am a steady buyer car lots for direct shipment from interior points. Address J. C. Mitchell, 255 La Salle St., Chicago, Ill.

**GRAIN WANTED**—We handle everything in the grain line. Have outlet for off-grades. Send us your consignments and we will guarantee you satisfaction. Address National Grain & Hay Co., Indianapolis, Ind.

**EAR CORN** wanted—25 cars good, sound, clean yellow ear corn. Also in market for shelled corn, oats and hay. Shippers let us hear from you. We wish to make your acquaintance. Marietta Brokerage Co., Marietta, Ohio.

## SEEDS WANTED.

**ALL KINDS** of field seed bought and sold. Consign your seed to me. B. F. Adams, Peoria, Ill.

**WANTED**—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

## HAY FOR SALE.

**HAY FOR SALE**—No. 1 prairie and timothy hay in large quantities. I will quote delivered prices. Write me. P. L. Rivard, Pocahontas, Ia.

## GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

190

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

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### Of the Elevators equipped with S-A MACHINERY

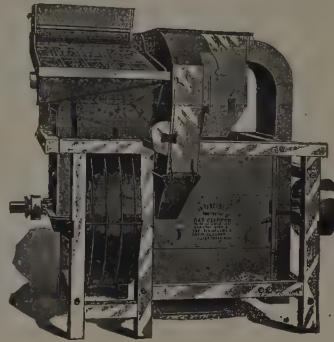
Grand Trunk Ry. Elevator,	Portland, Maine.
Goemann Grain Co.,	Mansfield, Ohio.
Nashville Warehouse & El. Co.,	Nashville, Tenn.
Hughes, Green & Co.,	Nashville, Tenn.
Southern Pacific Ry. Elevator,	Galveston, Tex.
W. H. Ferguson,	Lincoln, Neb.
Canadian Northern Ry. El.,	Port Arthur, Ontario.
Hubbard & Palmer Co.,	Kasota, Minn.
Detroit Milling Co.,	Adrian, Mich.
C. B. & O. Ry. Elevator,	Kansas City, Mo.
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## INVINCIBLE OAT CLIPPER



This is the way it  
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for you.

1. Less power used.
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*It excels all on these points.*

This machine has the greatest capacity with a minimum shrinkage. It has large, wide shoes and great clipping surface. Made of all iron and steel. Capacity 2,400 bushels per hour. Write us about it.

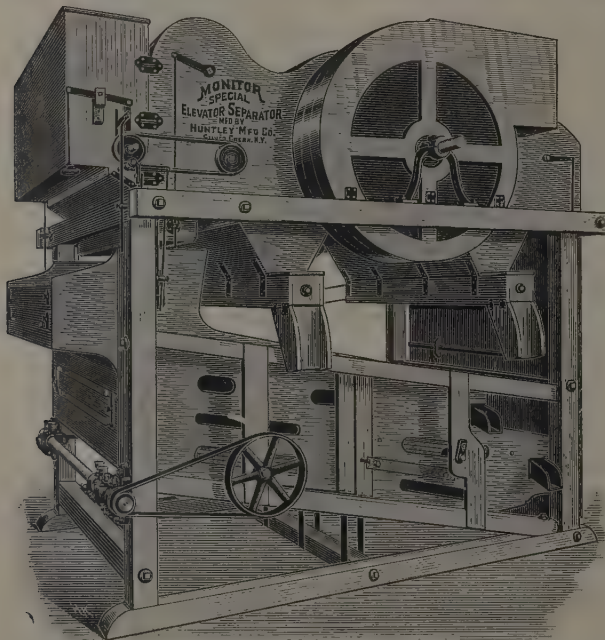
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Silver Creek, N. Y.

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## MONITOR MACHINES



## "TRY IT"

We guarantee the Monitor Grain Separator to be unsurpassed—to be the best in efficiency; in economy of operation; in capacity; in durability.

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The Complete Monitor Line includes Separators, Oat Clippers, Seed Cleaners, Flax Cleaner, etc.

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**MAKE MOST MONEY**



## GRAIN DEALERS JOURNAL

Published on the 10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager.

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A Red Wrapper on your Journal means your subscription has expired.

### Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.



Gold marks signifying quality of circulation have been awarded the Grain Dealers Journal by the American Newspaper Directory.

### Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

Entered at Chicago, Ill., Post Office as Second Class Matter.

CHICAGO, ILL., DECEMBER 25, 1904.

MAKE sure of your ability to obtain cars before selling for early delivery.

BUCKET-SHOPS are becoming so numerous that penny-wise dollar-shy speculators will soon be weeping in groups.

THE annual meeting of the Indiana Grain Dealers Assn. will be held in Indianapolis Jan 18th and 19th. The Indiana Millers Assn. will hold its annual meeting at the same place on Jan. 17th.

CHICAGO'S force of political grain inspectors is to be reduced Jan. 1 by 23 and no doubt new men will be installed in their places soon. The trade will soon have evidence of the change and again long for rigid civil service rules strictly enforced. Tell your representatives in the state legislature about it.

SHIPPERS who have dared to ship shelled corn recently will be pleased to read the report of our Pittsburg correspondent regarding the damp and mouldy corn arriving in that market. Similar complaints are also being received from other markets. Many of the railroads are so badly congested with traffic that it is next to impossible for them to make prompt deliveries, a fact shippers shud take into consideration. Look out for hot corn.

CALIFORNIA is conducting the most systematic campaign for the improvement of seed wheat to be found anywhere. The state board of trade and affiliated commercial organizations have raised a large sum of money to help defray the expense of experiments, the state university and agricultural department providing men for the work. The question of improved seed grain of all kinds is receiving more and more attention, but few of the farmers have as yet been reached.

THE NUMBER of grain shippers who are attempting to do business without shipping scales is amazing. They know that correct weights are impossible, hence they have no foundation for claims for loss and are seldom able to convince carriers that they have suffered loss. A good shipping scale will pay for itself in security and satisfaction if not in losses recovered in one season. The dealer who attempts to do business without such facilities greatly jeopardizes his chances of success.

UNCLE SAM will soon begin his yearly donation of garden and flower seeds, not because tax payers were pleased with the crop of weeds grown from the donation last year, but because representatives in Congress insist upon having something with which to remember their supporters.

SHIPPERS shud insist upon the return of original expense bills. They belong to them, and if they are of value to any one the shippers shud be paid for them. No doubt concerns which malt, clean or mill grain in transit can secure a refund on eastern shipments if they possess the original expense bill. If such is the case they shud be willing to pay shippers for the bills.

IN THE Kansas column this number is recited a case of a farmer who is suing a grain elevator company for damages for injuries resulting from his being thrown from his wagon by a defective dump. So many good dumps are on the market that it wud seem folly for any elevator man to jeopardize his bank account by installing the crude products of country barn builders.

A CORRESPONDENT in our "Letters from Dealers" this number, calls attention to the encouragement given to wild speculation by our lenient bankruptcy law. During the year ending Sept. 30th voluntary petitions in bankruptcy to the number of 13,784 were filed, also 3,298 involuntary petitions. Many debtors are seeking to escape their just indebtedness thru this channel, altho amply able to cancel their liabilities in an honorable way. More vigilance on the part of their creditors wud no doubt defeat their fraudulent intentions in many cases.

SUPERIOR (Wis.) has discovered that all shortages in shipments to that market are not due to poor cars and defective cooping. A number of sweepers have been arrested recently and fined heavily. One woman, who ran a clearing house for the sweepers, was found to have 100 to 200 bushels of wheat on hand all the time. If sweepers are to be admitted to railway yards for any purpose whatever they must be expected to steal grain from loaded cars. They have been found doing this very thing in nearly every terminal market of the country.

STATE inspection bills, according to our state news columns, will soon be introduced into the state legislatures of Texas and Wisconsin. Whether the work will be any more satisfactory than at present to any one but the department crib-feeders is doubtful. The trade is now able to have its grain inspected in both states at a reasonable price, and if not satisfied with the work done efforts shud be made to reduce the grading to a more exact science. Substituting political inspectors for private inspectors or for another set of political inspectors cannot be considered an improvement.

ANOTHER fake grain concern, with offices at Salisbury, Ind., has sent out bait and caught a fresh crop of suckers. It is a revival of the same old scheme which was worked two years ago. The promoters gave as reference a bank which had no existence save in their mind's eye, and letters sent to the bank were received by members of the gang and promptly replied to. It pays well to investigate new receivers to whom shipments are about to be made or to confine shipments to receivers of known responsibility. The principal losers by the work of these schemers recently is the co-operative assn., and a local bank of Rockwell, Ia.

GRADING grain in the Chief Inspectors office instead of on track is an innovation which has been tried successfully by Minnesota's Chief Grain Inspector for some time on coarse grains and fewer appeals than usual have been taken. If average samples are taken and quickly transported to headquarters, the inspector will be able to pass on the different samples under more favorable conditions. Then too the grading of each kind of grain could be delegated to one or two men who could readily school themselves to more accurately judging the quality of the grain by means of mechanical devices for removing moisture and foreign matter, as is pointed out by Mr. Scofield in an excellent article in this number.

UNDER no circumstances can shippers afford to sign the so-called uniform bill of lading. Do not do it.

WITH the abolition of private car lines one more spike will be anchored in the coffin of railroad discrimination.

WIDE margins of profit attract competition of a very undesirable kind and oftentimes sow dissatisfaction among patrons.

PRIVATE car seals are gaining favor with grain shippers and giving a protection to their shipments which can not be gained in any other way. Try it and demand a report of the seal on car upon arrival at destination. It may surprise you.

THOSE who scoff at the claim that the ethics of the grain trade are thru publicity to tricksters and organized effort being raised to a higher plane, shud stop and consider what wud be the condition of the grain trade if it had no trade journals or assns.

DEALERS who play hookey from the school of experience can not expect to learn the lesson. Running away from discouraging conditions today will not prevent your being confronted by the same conditions tomorrow. Study not how to get away, but how best to meet the difficulty.

CHRISTMAS finds the members of the grain trade in prime condition to enter heartily into the spirit of the day. All have enjoyed a good trade. Notwithstanding wheat was almost a failure in some sections, crops of other grains were larger than usual and dealers are in a mood to join in the wishes for "A Merry, Merry Christmas" with enthusiasm.

COMPLAINTS of scarcity of cars are becoming more frequent and vigorous. Advices from Nebraska are to the effect that wud-be shippers are getting but one or two cars a week, altho their houses are full of grain. It is to be hoped that shippers will not accept any old thing simply because it is difficult to obtain good cars. Some of the boxes recently sent out are said to be so full of holes they wud not carry ear corn very far.

UNIFORM phraseology or rules governing the grading of grain at Atlantic ports will soon be adopted if the grain comites of the different exchanges will get together and stop their quibbling. Boston has recently adopted a resolution agreeing to take this action, providing Philadelphia and Baltimore do likewise. The reform is one to which the trade is justly entitled and the Atlantic port markets wud profit as much as the shippers.

LAST WEEK a farmer at Maroa, Ill., brot a bagfull of horse shoes to town on his load of ear corn, not for the purpose of increasing the weight of the ear corn, but to sell as old iron. When the drag belt fed this dainty morsel to the sheller, the sheller groaned and shrieked and spit out its teeth at the cob pile. Of course the farmer made haste to pay for the cylinder and to compensate the elevator man for enforced idleness. If variation in the quality of corn received does not justify placing sorters along the drag belt, it would seem profitable to place scrap iron experts between the dump and the sheller.

#### UNIFORM BILL OF LADING.

Once again the Uniform Bill of Lading Comite of the trunk line carriers has postponed the date of enforcing the use of the so-called Uniform Bill of Lading, not because it wanted to, but simply because the different shippers assn's made so much fuss that the comite discreetly backed down. This is the third postponement, and it is to be hoped that before the time now set for its enforcement comes around, the comite will abandon its efforts to saddle carriers' liabilities upon shippers and give all shippers a clean bill of lading without restrictions or conditions.

Some of the features of the Uniform Bill of Lading will readily commend themselves to everyone identified with the shipping trade. Uniformity of size and the color scheme are good, but the conditions are repugnant to fair dealing. The effort of the carriers to saddle their legal liabilities upon the shippers is in keeping with their avaricious spirit shown in

many other rules and practices. The shipping public, however, is not ready or willing to stand for such extortion, and no doubt will keep up an active fight against it.

Jno. B. Daish, General Counsel for the National Hay Assn., has drafted a uniform bill of lading form which has no conditions on the back, a point which commends it to the favor of all shippers. The work against the 20 per cent extortion must be continued actively if shippers are to escape the carriers' trap. Some of the carriers in official classification territory continue to give out Uniform bills notwithstanding that the comite has instructed otherwise. Hence there is no excuse whatever in shippers signing any or accepting Order Bills of Lading, which have printed across their face, the words, "NOT NEGOTIABLE." By signing any of the Uniform Bills of Lading the shipper relieves the carrier from all his common law liabilities. This is not right, shippers cannot afford to make the concession, or pay the 20 per cent advance to have the laws enforced.

#### ACCIDENTS IN ELEVATORS.

In the last number of the Grain Dealers Journal we were called upon to comment upon the frequency with which accidents have occurred in elevators recently. This month we have to report more accidents than ever.

In the Illinois column is reported the case of a grain dealer who was drawn into the sheller and his legs so badly mutilated as to necessitate amputation, which resulted in his death.

In the Kansas column is told of a young man whose clothes were caught in the engine fly-wheel while attempting to throw off the belt, with the result that his leg was broken and he was otherwise badly injured.

In the Iowa column is told of an elevator operator who had all the flesh torn off his hand, and in the Nebraska column is told of an operative who was caught in the car puller ropes and wound about the drum, with the result that his life was despaired of.

Either elevator employes are becoming more careless or our facilities for collecting information of this character are improving. We hope it is the latter and that we may be able to tell of every accident and thereby place others on their guard. It is time for you to take warning.

#### RAILWAY LEGISLATION NEEDED.

The recommendations of the President to the effect that the interstate commerce commission be given the power it had during the first ten years of its existence, to hold hearings, investigate complaints and order correction of rates wherever any discrimination against persons, places or commodities was discovered, has stirred up an agitation which has caused the railroads more uneasiness than they have experienced for years past, in fact many railroad presidents have visited Washington in hope of checking the move for immediate remedial legislation.

So many organizations of shippers in all sections of the country are working to secure relief from greed, discrimination and rebates that a few Congressmen seem to have awakened to the fact that there is a real need for legislation which shall relieve the shipping public from the autocratic and destructive methods indulged in by railway managers. Hearings and investigating comites of different sizes and characters have been suggested and proposed by the various friends of the rail carriers, but to no purpose. The shippers believe that their complaints have been loud and frequent enuf to have reached even the most ignorant Congressman now sitting. Hence they insist that no time shall be sacrificed to such subterfuge.

The evidence of specific and general discrimination is overwhelming. The shippers know that the commission must have more authority than at present, or else its orders to rectify discriminations growing out of the greed of the rail carriers or the large corporations will continue at their expense.

The shipping public is a unit as to the end desired and there is very little difference of opinion as to the means to be employed. The Hearst Bill has some advantages over the



Quarles-Cooper Bill, in that it forbids changing rates without 30 days' notice. Either bill is likely to affect a great reduction in the amount of discrimination and the Hearst Bill would surely give the grain trade a boon it long has wished for, to wit, steadier rates.

The Congressmen who are of a vacillating nature need a world of encouragement from the shipping public, and if any relief is to be secured during this session of Congress, the shipping public must bombard their representatives in Congress with written and verbal requests for prompt relief. The results of different investigations conducted by the interstate commerce commission are alone sufficient to prove beyond any doubt whatever, the need of relief. The matter is no longer debatable, and evidence presented at every hearing granted by the interstate commerce commission proves beyond any doubt that each day's delay by Congress costs the country heavily. Long established discriminations are building up some sections at the expense of others, fostering large industries and choking the small ones.

The shipping public has so long slept on its rights that the wonder is the railroad companies did not try to double their rates instead of simply adding 20 per cent for the assumption by shippers of liabilities which the state and federal statutes have charged carriers with.

## NEW YEARS' RESOLUTIONS.

It will soon be time for grain dealers to turn over several new leaves, and, profiting by the experience of the past, to nail them down, lest they fly back. It is our privilege to venture at least one suggestion for each of our readers, but we will be well satisfied if one-half of them resolve and abide by their resolution.

To cooer cars carefully.  
To buy grain according to grade.  
Not to lend bags.  
Not to make overdrafts.  
Not to overbid the market.  
Not to plug loads.  
Not to credit lies about competitors.  
Not to sign any bill of lading.  
To read the Grain Dealers Journal.  
Support your state ass'n earnestly.  
To patronize Journal advertisers because they make it possible for you to obtain it for a pittance.  
To be friendly with competitors.  
To keep elevator and grain property insured in mutuels.

We were tempted to suggest that you refrain from beating your competitors, but so few have attempted to indulge in this emphatic expression of disapproval that we feel certain all will desist even without the restraining influence of a new year's resolution. If you must work your spite off on some one, beat your wife. She loves you too much to tell anyone, so you will have no law suit or expensive overbidding as the result. Be merry and happy even tho you are not as rich as Rockefeller.

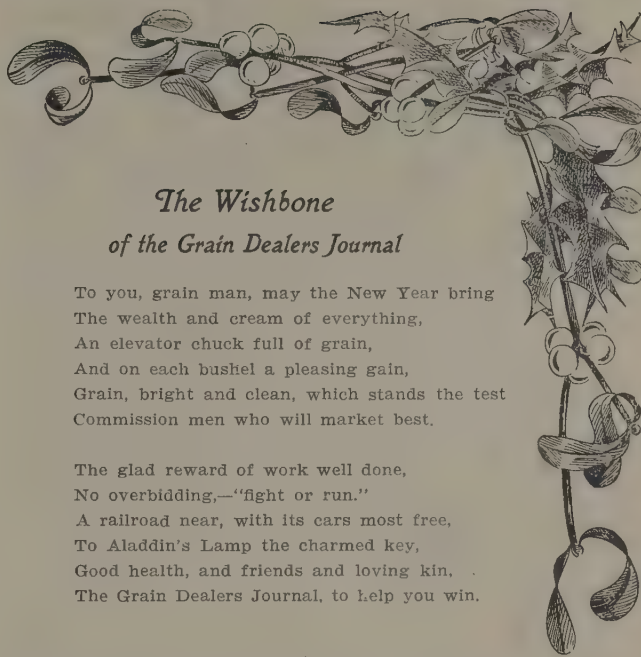
## GULF VS. ATLANTIC PORTS.

The gulf roads terminating at Galveston and New Orleans are making an effort to secure a large part of the import carrying trade as well as the lion's share of the export grain trade. The gulf roads have for several years past given every encouragement and consideration to induce western exporters to direct their grain via the gulf, while eastern roads have insisted upon taxing the trade at every turn.

The gulf ports were granted a differential of ten cents under Baltimore at the Nov. 28 conference, but owing to a cut of five cents by the N. Y., N. H. & H. R. R. they insist upon giving a rate of fifteen cents under the Baltimore rate.

As long as the trunk lines have all the freight they can carry, they will not fight with the gulf roads over the export grain trade, but when the freight offerings fall below their carrying capacity they will make a rate which will attract at least a portion of the export grain from the surplus states west of the Mississippi river.

"Do you know, uncle," said young Mr. Manhattan, who was showing the stock exchange to his relative from Schoharie, "that as much as \$80,000 has been paid for seats in this exchange?" "Then I don't wonder that most of 'em stand," replied the old man.—*The Smart Set*.



## The Wishbone of the Grain Dealers Journal

To you, grain man, may the New Year bring  
The wealth and cream of everything,  
An elevator chuck full of grain,  
And on each bushel a pleasing gain,  
Grain, bright and clean, which stands the test  
Commission men who will market best.

The glad reward of work well done,  
No overbidding,—“fight or run.”  
A railroad near, with its cars most free,  
To Aladdin's Lamp the charmed key,  
Good health, and friends and loving kin,  
The Grain Dealers Journal, to help you win.

"What do statistics show?" inquired the man who was warming up to his subject. "As a rule," answered the man who is always doubtful, "they don't show much except patience and industry on the part of the man who collected them."—*Washington Evening Star*.

Our Toledo grade does not allow Russian red wheat or garlic. You can not sell 'em gold and deliver 'em brass always. St. Louis misses the strong protecting arm of Mr. Spencer, who made their market last year and was treated unfairly.—*C. A. King & Co.*

The local market for oats in Chicago will not be affected by the completion of the underground freight tunnels which will do away with the thousands of teams now employed in the down-town district. The natural growth of the city's traffic will give these teams work in streets the tunnels do not reach.



How Surprised the Grain Dealer Would Be to Find His Stocking So Filled.

**Buyer Lost Money by Defective Scales.**

BY J. A. SCHMITZ, SCALE INSPECTOR,  
Chicago Board of Trade Weighing Department.

Some two months ago I tested the wagon scale at a small country elevator in this state. The elevator was equipped with but one scale and as there was no other scale in the town, a comparative test was impossible. However, the shipper knew by the continual shortages at terminal points that something was wrong with his scales and he therefore arranged for a test to locate the trouble.

The scale was of four tons' capacity, the beam in a clean, dry office, but the scale itself was setting over a muckhole, undrained and full of foreign matter—just the kind of a pit to rust "out" a scale in the shortest possible time.

Upon examination I found all the steels badly rusted; in many places they were rusted almost entirely away, allowing the castings to come together, thereby destroying the mathematical precision of the levers. A thousand pounds of test weights, when placed upon the scale, weighed 1,010 pounds. Thus the shipper paid to the farmer for 10 pounds more on every thousand pounds than was his just due.

The scale in question was sent to the makers for general repairs. Examination a year before would have revealed its condition, shown the necessity for immediate repairs and the shipper would have saved many dollars.

**R. B. Schneider.**

Twenty-seven years is a long time to be identified with the grain business of a country town and still attain a full measure of success, yet that is the story of R. B. Schneider, president of the Grain Dealers' National Assn.

In 1877 he commenced service in the grain business at Fremont, Nebr., where he still lives. Since then he has been identified with the business, first as an employe and since as an operator.

Mr. Schneider is now a director and treasurer of the Nye-Schneider-Fowler Co., of Fremont; president of Nye & Jenks



R. B. Schneider, Fremont, Neb.

Grain Co., Chicago, and of the Rialto Elevator Co., Milwaukee, Wis.

Mr. Schneider has also given considerable time to politics; he is Republican National Committeeman from Nebraska and frequently spoken of as the man who will be next to be elected United States Senator from that state.

**Pointers for Shippers.**

BY COL. RICE.

When a shipper has given orders to the receivers with whom he is doing business to remit balances, and checks are not received promptly when due, it is well to write calling attention to the fact, without delay, so that if any check has gone astray in the mails instructions may at once be given to the bank to stop payment on the original and to honor a duplicate. Neglect of this simple precaution has been the occasion of a great deal of trouble at all times, but particularly of late years; for, in the rush of business incident to a large banking institution, clerks are often obliged, through overwork, to relax their usual vigilance, and every now and then a lost check is cashed by some one to whom it does not legally belong. As it may, moreover, have been taken by someone in good faith, and perhaps have passed through several hands, the matter frequently becomes a complicated one.

\* \* \* \* \*

Strange as it may seem, there are still dealers who buy barley as "barley" and oats as "oats," without regard to their actual grade, unless the quality is very inferior, and it is difficult to fathom their idea in doing so, except upon the supposition that they believe they are striking a fair average in the purchase price. Possibly that is true; but if they will try the more approved method for awhile it is almost certain not only to increase their profits, but also to establish their trade with the farmers on a better footing. When one of the latter secures a good "average" price for barley of a lower quality, he does not feel at all grateful, as a rule, but considers that it is no more than he ought to receive; while, on the other hand, if he is paid the same figures for good malting barley, he will be dissatisfied—often vociferously so. Then, for the dealer's part, when the barley comes to be shipped on the market it will be found in most instances that the lower grades predominate, thus reducing the average price realized and making the net result considerably less favorable to the dealer than it would be under the more exact system of paying the farmers prices commensurate with the quality of what they have to offer.

\* \* \* \* \*

It is the privilege, or I might say the *right*, of shippers to demand that original paid freight bills be sent to them when account sales are rendered, unless they have to be surrendered in order to obtain for the shipper, himself, the benefit of some refund such as is made on "through" billing. If he receives only a bill marked "Duplicate" or "Copy" (which are the second and third issues, respectively) he may be pretty sure that the buyer of the grain or someone else is obtaining some valuable privilege, concession or refund by the use of the original. In that case he is entitled to call for the immediate forwarding of the original or for his fair proportion of whatever benefit has been derived from its retention. Apart from this consideration, also, he has the right to know just what is being done with the expense bill, in order that he may be governed accordingly should he have occasion to put in a claim on the railroad company for overcharge or loss and be obliged to use a duplicate bill, for if he cannot make a satisfactory explanation of the whereabouts of the original, so that it may be traced and located when necessary, his claim will be turned down without further ado.

The castor bean crop of Kansas in 1904 is reported by the State Board of Agriculture to be only 2,925 bushels. The crop in this state has for many years been undergoing a decline that now amounts to practical exhaustion. When the crop was at its maximum (in 1879), it was returned by the above authority as amounting to 766,143 bushels.—U. S. Gov't Report.



## Pneumatic Grain Conveyors.

BY H. R. WAIT, C. E.

The system of handling grain by air current has now been in use for about ten years, and has in that time shown that the system is practical in every way, and that it is particularly adapted to many special conditions.

This system of conveying, ordinarily called the "Pneumatic System," is simple in arrangement and consists of very few moving parts. The air current is generated by a positive high pressure blower which is capable of maintaining a pressure or vacuum of 2 to 5 lbs. per sq. in. This blower runs at a comparatively slow speed, and is so constructed that it discharges a given amount of air with each revolution.

The blower exhausts the air from a vacuum chamber called the "receiver." This receiver is cylindrical in shape, with cone hopper bottom, and is usually from three to six feet in diameter and about the same in height. At the bottom of receiver is a feed device. This arrangement is so constructed that grain is fed out of the receiver, without admitting air into it.

Suction pipes are run from this receiver to the points where grain is received by the conveyor. The current of air enters the receiver through these suction lines, carrying with it the grain, which is loaded on the air current. When this enters the receiver, the air current expands, dropping the grain to the bottom of receiver. The air then passes from receiver through the blower and is discharged either outside the building or into dust collector. The grain is fed out of receiver by feed-device and spouted to point desired.

In handling grain by blast, the grain is fed into the air current by feed-device and forced through the pipe by air pressure to the desired point.

By extensive tests and experiments it has been determined just what velocity to give the air in the pipes for handling all the different kinds of grain without injuring it in any way.

This system has been most extensively used as a conveyor between existing mills or elevators and steel tank storage. It is particularly adapted for this purpose. Where this style of conveyor is used the tank storage can be placed a safe fire distance from the mill or elevator, and can be located in almost any position with reference to the mill. In this case the blower is located in the mill or elevator building at a point convenient for driving from some line shaft. The grain pipe between building and tank storage is supported on wood or steel poles.

The cut here shown is of a plant recently erected for the

Thompson Milling Co. at Lockport, N. Y., by the Steel Storage & Elevator Construction Co. The mill is located on the bank of the Erie Canal and the conditions were such that the tank could not be located closer than 130 ft. from the mill. The conveyor runs over an elevated railway siding and over the head race, from which power is taken to drive the mill. Grain is received from canal boats and elevated by bucket elevator to the cupola on top of mill. It is then conveyed by blast to the tank. Grain from the tank is drawn from two opposite sides and conveyed by suction to receiver in mill, from which it is discharged into mill bins. This conveyor, when tested, handled over 600 bu. of wheat per hour. The local conditions here made this system the best and most economical that could be adopted.

By the use of this system with steel tanks, the storage is so located as to be safe against damage by fire, should the mill or elevator be destroyed, and to secure the minimum rate of insurance on the grain stored in the tank.

Where mills and elevators or warehouses are located several hundred feet apart, this system is well adapted for carrying the grain between the two points.

It frequently happens that railroad tracks, streets or other obstructions intervene between the two buildings, but the pipe line for the pneumatic conveyor can be used in any case, for it can be placed either under ground, or supported on poles overhead.

The pipe used is either galvanized steel pipe or regular lap-welded gas pipe, as best suits the conditions and material to be handled.

The handling of grain by air current is a benefit to the grain itself, for it is thoroly aerated and dried, and thus put in first-class condition for storage and milling.

Chicago is having inquiries for corn for export to Roumania.

Good seed wheat in the Northwest next spring will be in great demand.

The question of grinding Canadian wheat has been taken up in a businesslike manner by the Pillsbury-Washburn Flour Mills Co., of Minneapolis, which has done away with all the red-tape of bonding by simply paying the 25-cents duty, and will grind the wheat when and how it will, getting a refund from the government of 24¾ cents whenever the flour is exported. The company already has purchased large quantities of Canadian wheat to be ground without bonding; and will put out 4,000 barrels daily for export exclusively from imported wheat.



Pneumatic Grain Conveying Apparatus, installed at Lockport, N. Y., for the Thompson Milling Co.

## The Percentage System of Grading Grain\*

By CARL S. SCOFIELD, U. S. DEPT. OF AGR.

The existing system of the commercial grading of grain is the result of an evolution of less than half a century, and, like most of our social and commercial institutions, the present condition is in no way permanent, but is still subject to change. The widespread realization of this fact is one of the most hopeful signs in connection with the present status of the grain inspection business. The amount and nature of the changes which it is to undergo in the near future must be largely the result of those forces with which it comes in direct contact. Past progress towards efficiency has come as a result of the actual needs of the grain business, and any additional improvements will doubtless come in the same way.

The American system of trading in classified grain is evidently permanent; it has so many advantages that the thought of returning to the cumbersome and chaotic practice of dealing exclusively by sample is nowhere seriously entertained. If this be true,—if the American grain trade is firmly committed to the method of dealing in grain by contract,—then, sooner or later, there must be adopted a system of commercial grading that will considerably increase both its accuracy and uniformity. Unless this further requirement can be met, there will remain a very extensive and well founded dissatisfaction, which continues to limit the usefulness of the system of contract trading, both at home and abroad.

This fact is, I think, sufficiently obvious to stand without further discussion. It then becomes a question of how the present condition of affairs can be remedied. This question has been asked so seriously that already many attempts have been made to answer it. In fact, in several of the states the demand for improvement has resulted in legislation providing for the inspection of grain under state control with a view to securing at least impartiality or disinterestedness on the part of the inspectors. Too often this impartiality has been secured at the expense of efficiency, and while no sweeping criticism can be made of inspection departments under state control that will not apply almost equally well to departments under the control of trade organizations, it still remains a fact that the difficulties that prompted the creation of these state departments have not been altogether removed by them. A careful survey of the field at the present time shows that the dissatisfaction so frequently expressed with the grain inspection departments under whatever control is in a measure well founded, but the question still remains, How shall this condition of affairs be remedied?

Reduced to its simplest terms, the commercial grading of grain consists in its classification according to value for manufacturing purposes. This classification has nothing whatever to do with agricultural or botanical affinities; it is purely a technological question. The one thing to be considered by the grain inspector is: What is the relative value of any given sample to the ultimate consumer? This should be the question in the mind of a grain inspector, and the uniformity and accuracy of his work depend very largely upon the methods that he uses.

It is a mistaken popular idea that experience is the chief requirement for successful grain inspection. It is taken for granted that an inspector can learn all he needs to know solely by practice in examining samples of grain. This belief has considerably hampered progress towards uniformity and efficiency in the grain inspection departments of the United States, and before any material improvement can be made it must be recognized by all concerned that grain grading is just as much subject to accuracy and definiteness as is any other kind of analysis. Practical experience is a highly desirable qualification for any position, but unless this experience is of a nature to be continuously instructive it cannot be regarded as an especially valuable asset. Too often the experience gained by young men growing up in grain inspection

departments is not such as to teach them much about the uses to which grain is put or the reasons for rating one sample high and another one low. The grain inspector's school is the railroad yard and the elevator. He has but accidental contact with the miller and all he learns of the needs or desires of the consumer of the grain is what filters down to him through superior powers in the form of protests and appeals, which are likely to be considered as chronic fault-finding and but lightly regarded.

Under existing circumstances grain inspectors merit little blame for discrepancies in their work. With but scanty knowledge of a rational basis for the commercial classification of grain, with no regular means of knowing the needs or wishes of the consumers of grain, with practically no apparatus for even the simplest definite test of the quality or condition of grain, it is certainly remarkable that they succeed as well as they do.

It is not that the grain inspector's work is particularly difficult or complicated. It is rather that in the nature of the case he has been busy doing his work the best he could without very seriously considering the rapidly changing conditions around him. Meanwhile, the technology of milling and brewing has been progressing by leaps and bounds. Specialized machinery and industrial chemistry have combined to reduce cereal manufacture almost to an exact science. Methods of testing each kind of grain for special purposes have been evolved and are in constant use by the miller or brewer, but the grain inspector knows of these things only by hearsay.

It required the initiative of the late Mr. S. H. Stevens, flax inspector of the Chicago Board of Trade, to show in a practical way that grain could be graded on a percentage basis and with accuracy. Had Mr. Stevens made this discovery earlier in his life there can be no doubt that he would have carried on the campaign necessary to secure recognition of this fact everywhere that grain is graded. Mr. Stevens, however, did one thing well. He showed that flax could be graded accurately on a percentage basis, and he showed it so plainly that his method was at once adopted in Chicago, Duluth and Minneapolis, the only markets in this country where flax is extensively graded. Further than this, Mr. Stevens pointed out in a very lucid report to the Chicago Board of Trade that other grains could be accurately graded, as well as flax. This report, which must be regarded as the pioneer publication of its kind, deserves careful and thoughtful perusal by every man interested in the grain business.

During the past three years the whole subject has been carefully investigated by the Department of Agriculture. This investigation has shown that the remedy so earnestly sought is likely to be found in changing the methods of inspection, without of necessity changing the system of controlling the inspection. As is so frequently the case, the results attained in other lines of work help to solve the problems presented here. An instance decidedly in point is that of testing milk for butter making purposes. Before the discovery of the Babcock milk test it was impossible to buy milk at butter and cheese factories with any satisfactory way of discrimination. Milk rich in butter fat brought quite the same price as milk very poor in this valuable constituent. There was no inducement offered the farmer to keep those breeds of cows that gave milk best suited for butter-making, and as a consequence the factory operator was forced to pay to all his patrons the same price. This worked a very considerable hardship to the more progressive, and resulted in continual dissatisfaction.

Just such a condition of affairs exists today in the grain business. There is not now, nor can there be under the present system, any material inducement offered to the farmer who produces grain slightly better, either in quality or condition, than his neighbor. Grain buyers have no good means of determining with accuracy whether one sample of grain is materially better than another. If a buyer at a country elevator wishes to keep peace among his patrons, he must either pay them all the same price for their grain or be able to show just why he pays one a higher price than another. Without some means of accurately testing the quality of grain or of stating the difference that may exist, a buyer is unable to make these distinctions, and consequently he must take the grain as it comes, and pay an average price for all.

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Grain dealers have, in the recent past, exhibited a considerable interest in the subject of the general improvement of the grain being raised by the farmers from whom they buy. This interest is natural and justifiable. Grain dealers must realize more keenly than anyone else that it is to their interest quite as much as to the farmer's to use every effort to improve the quality of the nation's cereal crop. Not only does such an improvement render domestic trade conditions more satisfactory and remunerative, but it also raises very materially the tone of the business as a whole, since, under normal conditions, this is a cereal exporting country and the surplus grain must be disposed of in foreign markets. If our whole crop can be materially improved, our surplus will be eagerly sought by foreign buyers and our whole trade condition placed on a more satisfactory basis. The work in cereal improvement now being carried on so extensively at the agricultural experiment stations in the leading cereal states and by private firms throughout these same regions has abundantly shown that a very considerable improvement may quickly be made, not only in the quantity of grain produced, but in the quality and condition as well.

It is certainly an encouraging sign that progressive grain dealers are taking hold of this work of crop improvement substantially and with enthusiasm, but the greatest progress in this work of improvement cannot be made until some means is provided by which the buyer at the country elevator can discriminate intelligently between the good and the poor grain that is offered him and substantially encourage by an increased price every effort of the farmer to improve the quality of his crop. This discrimination can be made only when the country elevator buyer adopts for constant use a system of grading the grain he buys that will permit these distinctions to be made in every-day business.

It is to be greatly regretted that the impression has gone abroad that the grading of grain by the percentage system is a difficult or complicated task. Such an impression appears to prevail. It is assumed, in fact, that this accurate grading can be done only at large terminal points where expensive apparatus can be assembled. This is a great mistake. The operation of grading grain accurately is no more complicated

than that of weighing it accurately, and the entire apparatus for accurate grading by the percentage system can be assembled at no greater expense than the price of an ordinary wagon scale. With this apparatus in his office, any country elevator buyer can grade his grain quickly and accurately. He can tell how much moisture it contains, the percentage of damaged grain it contains, and equally well he can measure the various factors which indicate its quality for manufacturing purposes. The lines separating the commercial grades of grain are not at present drawn so closely that a test need be made of every sample of grain submitted; about a majority of the samples there is no question to be raised—they fall naturally into the different classes and grades recognized by the larger markets, but it is those samples that are close to the line that cause the continual dissatisfaction and it is for these that the percentage system of analysis is so urgently needed.

It is certainly to be hoped that in the campaign for grain improvement now being so industriously carried on there will be no failure to recognize the absolute necessity of a more accurate system of grading, which would be the means, first, of removing the cause of long standing dissatisfaction in both the domestic and foreign grain trade, and second, of substantially encouraging the improvement of the American cereal crop as a whole.

## New Cleaning Elevator at Omaha.

Omaha's growing importance as a grain center is attracting new capital and new modern elevators are being erected to handle the grain to the best advantage.

The Nebraska-Iowa Grain Co.'s new elevator at Gibson, Neb., just south of the Omaha city limits on the Burlington tracks, was opened Dec. 3rd and a special train over the Burlington took 60 prominent business men, bankers, jobbers and railroad officials to inspect the new cleaning house. All graded it A No. 1.

Everything connected with this elevator is modern and up to date, it being 40 x 40 and 131 feet in height. It has 26 hopper bins over an 18-foot high work floor. It is equipped with Hall's Non-chokable boots and Hall's Signaling distributors. It has two large receiving legs with 20 x 6 cups, and one cleaning leg with 14 x 7 cups.

The cleaning department consists of a No. 11 Monitor Cleaner, and one No. 11 Monitor Oat Clipper, both of which are set on the main work floor. The elevator is so equipped that it can receive or load grain from either side of the house, there being car sheds on both sides of the main building.

On the east or river side of the elevator is installed a 40-foot, 100-ton track scale, and on the main working floor is a 1,200-bushel hopper scale. Both of these scales are equipped with the latest pattern type registering beams.

Two Clark & Beatty double power shovels are provided for removing grain from cars quickly, and a Webster Heavy Plate Friction Clutch car mover places the cars for unloading.

The motive power in this plant is electricity, there being a series of five motors. One 50 horse motor drives directly to the oat clipper; one 30 horse motor drives the large leg and its car shovel, rope drives being used for driving from the counter to the elevator head, and the other large leg is equipped in the same manner. One 20 horse motor drives directly to the car mover, and one 15 horse motor drives to the counter, and from this counter is driven the Monitor Cleaner and the short cleaner leg.

The elevator is fully equipped with a Day's Dust Collecting System. The house was designed and built by Younglove & Boggess Co. and is a model of its kind, having a capacity of 100,000 bushels. It can handle 40 cars per day, in and out, and it is possible to handle even as high as 60 cars per day.



New Cleaning Elevator of Nebraska-Iowa Grain Co., Omaha, Neb.

The rice industry of Louisiana and Texas is greatly depressed and many growers are discouraged by the low prices their product is commanding. It appears that the industry has developed more rapidly than the facilities for placing the crop with the consumer. At present rice plays a small part in American cookery, as might be expected of an article costing 10 cents per pound, tho the grower gets only 2 cents.

## Preparation of Clover Seed for Market

By FRANK W. ANNIN

The question is often asked by interior dealers, "How can I best handle clover or timothy seeds for shipment to Toledo or any other market advantageously?"

We doubt if anyone could answer this question intelligently. Some hints and suggestions would, undoubtedly, assist largely in the better handling of seed. Unlike the coarse grains, it is an article of commerce of considerable value, and requires some experience. If experience cannot be had by the dealer, then suggestions from someone who has handled these seeds would, undoubtedly, help largely. An inspector, whose sole business it is to examine seeds, should be able to give information as to how to buy and inspect, and how to handle seeds. I trust the following suggestions may be of assistance:

Some country dealers are eager to buy and handle all of the seed in their sections, and competition is, therefore, made keen. They oftentimes lose their good judgment and become hasty in making purchases. In fact, buy anything in the way of seed from the farmers, paying the same price for the bad as they do for the good. We say, buy right from the farmers, buy conservatively and intelligently, not haphazard. Buy from the farmers after the seed has been well cleaned, buyers paying for the good seed. Buy with fair margins, even when you buy the best seed, leaving sufficient for all contingencies.

Grade your seed as you buy it, keeping the best qualities separate, if even only a bag or so. The other grades with buckhorn, or without buckhorn and with other weed seeds, keep separate according to the dirt or impurities which they may contain.

Take pains to sort your seed, then clean your better grades very carefully, not only once but twice or more, looking well to remove all sand, timothy and other fine seeds. Keep each grade separate when shipped to market. Your best grades clean in the best possible way.

You ask, Will it pay? Yes, good seed well handled will always bring good money, and pay you for the trouble, if bought right on the start. Good seed always has a value, and always finds ready buyers.

No other farm product is so valuable, or should have greater care used in its handling and shipping than clover seed. The better prices you obtain for your higher grades will more than pay you for the trouble in keeping same separate. The mixing of grades, poor and good together, as a rule, reduces the average price considerably.

Shipments to any market should be in new amoskeag bags, or like quality of bags, not in any kind of bags, "simply because it is a bag." Sew the bag carefully and strong. Don't ship it in tied bags, as there is too much chance for waste by untying.

Carefully examine the car seed is shipped in for possible nails, etc., to prevent liability of torn bags. See that the car is clean and well swept out, otherwise bags are very dirty on arrival and the value of the bags is marked by the inspector accordingly.

If you have a good place for a bin holding 15 or 20 bags, or a good floor space where you can bulk this amount of seed together, would suggest your doing so, using great care to see that the seed is shoveled over several times and in such a manner that every part of the pile is thoroughly mixed, and by that means each bag is made as nearly uniform as possible.

Too much care cannot be used in sending samples to market, asking for the grade of same, or selling quality to be equal to the sample. Always send a good sized sample, "not a thimble full," but a generous one, to give an idea of the quality. The haphazard way in which many send these samples has caused much annoyance to both parties, and could have been avoided had care been used. For instance, a small lot of seed, 16 bags, was shipped to this market, "equal to sample" it was sold by. The inspector found 5 different kinds of seed in this shipment of 16 bags; only one or two bags out of the whole lot barely equal to the sample.



Frank W. Annin, Toledo, O.

Another instance, a carload of seed was shipped to this market. The inspector called the writer's attention to the car of seed in question, and I looked at a number of the bags in the car. In one end of some of the bags there was nice, bright No. 2 seed which could easily have been made into prime grade by the shipper, and the other end showed tailings. Some of the other bags contained No. 2 seed in the center of the bag and N. E. G. clover seed in each end of the bag. Other bags contained rejected at one end and N. E. G. or No. 2 at the other end, showing that the seed was put in by the warehouse men indiscriminately, just as it was taken from the farmers, and the bags filled with the seed as far as each lot taken in went towards filling the bag.

These are two of the many instances representing how a large majority of the interior dealers ship their seed to market. The inspector and the market are both blamed if the seed is not all found alike, while the blame rests almost entirely with the interior shipper for his lack of knowledge, indifference or thoughtlessness.

Don't ship seed with two or three different kinds in the same bag. This is repeatedly done by shippers when shipping seed to this and other markets. It don't pay.

Many times when shippers positively assert all this seed is alike, they have been asked to come and see it, or, not satisfied with the inspection, they have come of their own accord. The inspector showed them their lot of seed and then inspected it in their presence, convincing them that the inspection was right. In every instance the shipper was surprised at the way his seed showed up. Bag after bag so entirely different from what he expected. They went home perfectly satisfied, confessing they had gained knowledge, and admitting there was plenty yet to learn which they had not dreamed of. The inspector always inspects on the merits of each lot; he has no knowledge where the seed is from or who it is from, and therefore cannot fail to give justice to each and every lot.



It requires more than one year's experience to learn the seed business. There is still plenty to learn after handling seed 5 or 10 years. It is slippery stuff at the best—be patient, use discretion.

## Fire Hazard versus Insurance Cost

By C. A. McCOTTER

The estimate that four-fifths of the fire losses could have been prevented, if the right thing had been done, is conservative. Recall the fires you have known. Invariably, they have been caused from willful intent, negligence, ignorance, temporary lack of attention, or from defects of construction and repairs. These points of failure are characteristic of the American people. The fire loss of this country and Canada increases several million dollars with every succeeding year. In 1903 the fire loss amounted to \$156,000,000, which sum will be increased this year nearly \$100,000,000, due to several conflagrations.

The fire insurance business has made no changes of note in fifty years. It is conducted upon the simple principle of collections from the many to pay the losses of the few. No insurance company contributes anything, but merely acts as the collecting and distributing agent. The burden of the fire loss is upon the insuring public. The insurance company is under no obligation, and has no power to correct defects, negligence or ignorance, but its sole duty is to collect sufficient to meet the obligations laid upon it, however caused. Distinction cannot well be made in individual cases, as the insurance managers have at stake the final result of making ends meet on the total business.

Fire insurance is a necessity in the commercial world. No individual is safe in conducting his business without it; however, he has no recourse but to add his premium contribution, with all others, and accept the result, be it what it may.

The one great improvement fire insurance companies have made in recent years is schedule rating. Instead of practically one rate applied to all elevators, with little regard to kind of construction, the insurance rate is now made by separate small charges for every defect in construction and arrangement. By this, every elevator owner who has at heart the safety of his property and the insurance cost, can get a credit or reduction for the improvements made. The justice of this is so self-evident that one should look with suspicion upon any rate offered that is not based upon a schedule. The cut or lump rates cannot be depended upon; they are an injustice to the insurance company or to the property owner, and not equitable as compared with other rates on similar properties.

However, this exclusive attention to construction and defects for which charges are made, especially among elevators, does not provide adequately against most causes of fires. Aside from lightning, incendiarism and a few causes beyond the control of the elevator owner, there are the large number of causes which are purely matters of personal care and attention. If there were no insurance companies and every property owner had at stake the full value of his property, the precautionary measures against fires would be much more rigid than they are at present. The supposition that this burden can be shifted, onto the insurance companies, is misleading. Unnecessary losses are an additional load upon the property owners, and the profits of the grain business, for instance, are lessened the exact sum of the unnecessary losses.

It is evident to anyone making a study of fires, that were it not for the care of some people the fire loss ratio would be so heavy that the insurance cost would be prohibitive. The defect of the present insurance system is that thirty-four careful men have to pool their premiums with sixty-six careless or indifferent men, so that they get but little benefit from their own care, as regards insurance cost. It has been fully demonstrated that the well constructed, well kept properties in a class by themselves, will have a lower loss ratio than will be the average on the whole properties. The evidence is found

in the fire record of certain foreign countries, communities and towns, but is best illustrated in the history of those mutual insurance companies which accept business only after selection. Their cost is invariably lower than any company can afford to make which writes everything offered.

With the mutual companies there is, however, the defect that the visit for selection and the few hours that can be given annually for inspection, represent but a small portion of the time which must be given to watching the fire fiend. There is also the further trouble with grain elevators, to which this article is devoted, that the real care and operation is not by the owner, but intrusted to hired help, with personal attention days and weeks apart. The insurance company has to accept the liability and leave the care of the property in charge of the owner, who, in turn, has to intrust his investment to the supervision of an employee.

The dangers of an elevator fire should not be as great as are found in most lines of manufacturing, yet the insurance rate is as high as the average of what are known as "special hazards." The trouble is that the country elevators, in the past, have been inspected very little by insurance men and not the same effort made, as with factories, to educate the owners and foremen in the problem of fire hazards. At best, not over one out of three keep the fire danger prominently in mind and voluntarily make self-inspections to guard against danger.

Every insurance man recognizes the great value of self-inspection by those in charge of property; however, the only credit secured other than the reduction made for inspections by a watchman with watch clock service has been by insuring larger amounts on the best risks. Because there has been no benefit in the insurance cost, resulting from extra attention to the fire hazard, the insuring public has made no effort, as a body, to reduce the fire loss ratio. In fact, it is difficult to get a reduction, except from a mutual company where the insurance cost is based upon the amount of fire losses.

In fact, there are many who take offense at any proposition to improve their risk. These belong in the insurance companies where they are and can present no reasonable argument against their insurance rate. On the other hand, let



C. A. McCotter, Indianapolis, Ind.

the careful, conservative property owner once place his insurance with a mutual company which inspects his property regularly and criticises, if necessary; that man, with the knowledge that the same course is taken with every policyholder for the mutual benefit, will make corrections and invariably remain for all time with the mutual company.

### *An Argentine Grain Storehouse.*

Last month Senor Ernesto Stricker, who is a director of a strong company, operating a mill and grain warehouse at Buenos Aires, visited this country in search of ideas on the construction of country elevators and to inspect terminal grain storehouses of the grain centers. The company of which he is a director, controls and operates the large plant illustrated herewith, which is built on artificial ground, made by taking mud from the bottom of the Buenos Aires River. No piling was used, the foundation resting upon a platform of concrete 10 inches thick, which is strengthened with steel bars  $\frac{3}{8}$  to 1 inch in diameter extending longitudinally and transversely. This foundation forms a cap or floating platform on the mud and supports the large structures with their heavy contents. The plant has no cellars. Rats and other rodents cause no damage and weevil are readily disposed of.

The mill, which is adjacent to the elevator, was built first. It has a large capacity and turns out three grades of flour. The grain warehouses and grain silos adjoin one another, the silos being used for bulk grain and the warehouses for grain in bags. On opposite sides of the central warehouse are 40 large brick bins with smaller bins, occupying intercesses between. The total bin capacity is about 2,000,000 bushels, all the bins being 60 feet high, the large ones 25 feet in diameter and the smaller ones 13 feet. All of the bins are constructed of brick, strengthened with steel bands. The floors throughout the house are of concrete.

The central warehouse has 22,000 square feet of floor space; two other warehouses nearby have a floor space of 16,000 square feet, giving a storage capacity of about 2,500,000 bushels of grain in bags or a total capacity of 4,500,000 bushels. The warehouses are well ventilated and lighted.

Inasmuch as Argentine has no country grain elevators for receiving and shipping grain in bulk, all grain is shipped to the seaboard in bags. Some shipments are made in closed cars, others in gondola cars. Upon arriving at Buenos Aires the loaded cars are hauled into the car sheds of the company of which three, each two hundred feet long, are provided.

The company has car pullers and an electric locomotive for facilitating the moving of cars on its four side-tracks. The grain received from the cars is dropped on to a 30-inch rubber belt and conveyed to the warehouses or bins, as may be desired, the receiving capacity of the house being about 20,000 bushels per hour. Facilities are also provided for receiving grain from boats.

Twenty elevator legs, each of a capacity of about 3,300 bushels per hour are provided for handling grain in bulk. Two belt conveyors are provided for conveying grain from the elevator to the warehouse and a like number for conveying grain from the warehouse to the mill. All the conveyor galleries are constructed of steel and cement.

As the grain is received it is blown, cleaned and sterilized, a sterilizing plant having been provided of 6500 bushels per hour capacity. The purpose of this is to reduce the chances of flour which is shipped long distances spoiling. Facilities are also provided for disinfecting bags and killing weevil.

Bulk grain is loaded into ships by means of four steel telescoping spouts, eight wooden movable spouts being provided for shipments of flour or grain in bags.

Power is supplied by two triplex steam engines of 800 h. p. A 700 h. p. dynamo generates electricity for 45 small motors distributed in different parts of the plant, which is run and lighted throughout by electricity.

The house is equipped with eight Monitor grain cleaners and 60 automatic grain scales with a capacity for weighing about 1,400 bushels each per hour.

This plant is somewhat of a public storehouse inasmuch as even the smallest farmer can send his grain to it for storage and borrow money on warrants issued against it. It is surely one of the best equipped and largest grain-handling plants in the world and merits careful inspection by any who visit that part of the country.

### *Annual Meeting of the New England Assn.*

The annual dinner and meeting of the New England Grain Dealers Ass'n was held Wednesday evening, Dec. 14, at the Exchange Club, Boston, about 120 members and their guests being present.

In the absence of President Hawley of Fitchburg, Mass., the dinner was presided over by Mr. D. W. Ranlet of Boston, and short addresses were made referring to the work of the Association by Mr. Frank Cressy of Concord, N. H., and Mr. D. W. Ranlet of Boston, also by President H. M. Whitney of the Boston Chamber of Commerce. Remarks were also made by Mr. E. G. Preston, Secretary of the Boston Chamber of Commerce, and by George F. Reed of Boston.

Detailed reports of the work of the Ass'n were read by Mr. H. J. Wood of Boston, Treasurer, and Mr. Jay Chapin of Boston, Secretary.

At the annual meeting held after the dinner, the following officers were elected for the ensuing year: President, H. B. Yeaton of Portsmouth, N. H.; Vice-President, W. F. Burditt of Rutland, Vt.; Directors, Eben Ham, Lewiston, Me.; Frank Cressy, Concord, N. H.; B. W. Brown, Concord, Mass.; Henry Burbeck, No. Abington, Mass.; Geo. L. Hurd, Providence, R. I.; O. E. Lapham, New Haven, Conn.



Flour Warehouse, Mill, Central Warehouse and One Set of Bins at Buenos Aires.



## Improving Grain by Drying.

BY A. T. LARSON.

In the business of preserving and marketing grain, especially corn, no method or process of treatment, in late years, has come into such general use and such favorable notice, as that of artificially curing and drying grain, commonly called "kiln-drying."

This is due to a combination of several causes. During the past three years unseasonable frosts, cold and rainy periods, have been responsible for large crops of immature, soft grain, and a short supply of merchantable grades. The consumptive demand has been unusually large, depleting stores of old grain before the new crops were merchantable, and forcing the early marketing of the new crops.

An enormous foreign demand, though diminished somewhat by the arrival of many cargoes in bad condition, still further absorbed the best grain available, and it became imperative that artificial methods of curing should be used.

Necessity, the mother of invention, compelled the production of machinery for the purpose. Old devices were revised and new ones cunningly invented to meet the emergency, and so successful has been the demonstration of the utility and profit in operation of grain driers, that they are today established as a necessity in the handling of grain.

Many of the principal elevator companies are equipped with drying appliances, and others are preparing to install the apparatus. As a result, "kiln-dried corn" is a regular commodity, and the demand for it already exceeds the supply.

The process of "kiln-drying" grain,—of making new grain old,—is simply to blow warm air through it, till dry, then cold air to cool it. It is not expected that all the moisture will be evaporated. That would not only be expensive, but wasteful and unprofitable. Grain, old and "bone-dry," contains about 10 per cent of moisture. Old No. 2 corn frequently has 12 per cent, and corn with 12 per cent will carry safely to South Africa and back. It is therefore expected that 12 per cent to 14 per cent of moisture will be left in the grain after drying, and only the excess above that amount will be evaporated. It is this excess which makes trouble, and it sometimes amounts to 10 per cent to 12 per cent of the total weight of the grain.

It has been found that a temperature of 140° to 160° of heat will dry efficiently; at the same time leaving the dried grain of good appearance, not shriveled nor cracked. A high temperature, up to 200° to 210°, has been used at times; but this renders the grain brittle, causing undue breakage in handling, and imparting an odor of baking. Contact of the grain with hot metal has proved ineffectual and injurious to the grain and must be avoided.

While various styles of apparatus are offered for use, those most successful embody one general idea, viz., of distributing

the grain into thin bodies, and forcing air through these bodies. Ventilating fans are the means of forcing the air, and steam coils the media for imparting heat to this air.

Perforated metal, wire screens, steel shelves, and other devices, are used to support the grain while subjecting it to the drying process; and brick, steel, tile and wood are employed in the construction of housings for the machines.

Underwriter's associations have taken cognizance of this new feature in grain handling and have not only officially indorsed at least one machine offered, but have promulgated "Rules for the installation of grain driers," throwing many safeguards about their construction and operation, which rules are in force in practically every state in the Union.

The increasing use of driers has brought about a decided increase in the sizes of equipments for drying. Three years ago it was a large drier which would take care of 10,000 bushels of grain in 24 hours. Now there are driers in course of construction which will handle 40,000 bushels in the same time.

The magnitude of some of these machines is interesting. One, now erecting at New Orleans for the Illinois Central Railroad, completely fills a brick building 46 x 29 feet and 46 feet high. It contains upward of 12,000 separate pieces of metal, held together by something like 40,000 bolts, not counting thousands of rivets. It requires 5,500 bushels of grain to fill the machine, and through this mass of grain will be passed 110,000 cubic feet of air *every minute*, blown by six immense steel fans, eight feet in diameter, revolving at a speed of 375 revolutions per minute.

The air for drying is passed through six bodies of steam-heating pipes, aggregating something over 27,000 feet of steam pipe, under boiler pressure. When dried the grain is subjected to a blast of cold air, and thoroughly cooled before transferring from the drier. This machine is expected to dry corn for export at the rate of 40,000 to 50,000 bushels per day.

Other driers are in course of construction at Gulf ports, and within a short time all corn for export will be brought to a certain stage of dryness before shipment abroad.

At this writing many driers are turning out No. 2 corn for December delivery, there being a substantial premium on such corn, which is easily and profitably made from No. 3 and No. 4 corn. On the whole, the system of drying is a most useful and profitable addition to the process of improving grain of low grade.

A North Dakota farmer who had been selling his wheat for 68 cents cleaned one load and got 90 cents, and was offered 60 for the screenings. With the 22 cents thus saved he found himself able to buy a bushel of oats; so that the intelligent use of the fanning mill gave him a crop of oats equal to his crop of wheat.



Brick Grain Storehouse at Buenos Aires. Capacity 4,500,000 bus.  
(For Description see page 672.)

## Hints on the Care of Gasoline Engines

BY JAMES A. CHARTER, M. E.

Being connected with one of the largest gas engine manufacturers in the United States, and having more or less direct charge of trouble, some very amusing and still interesting instances are brought to notice. We frequently have telegraphic or telephone *hurry-up* calls to send an expert quick to start a balky engine. Of course the man leaving to fix the engine has no idea of what the trouble may be, but upon arrival he immediately looks the machine over, making each move count.

First testing the battery to see that he has current.

Next, pumping up gasoline to see that there is fuel in the tank and that the pump will work.

Then, turning the engine around slowly by hand, to see that it has compression and to note that both of the valves are working properly.

After these points have been determined and no trouble located, he immediately proceeds to go through the movements or the operation of starting the engine. It is not infrequent that the switch is closed and the charge pumped into the engine fired when the engine immediately starts and runs, and this, bear in mind, is after having gone in some cases several hundred miles by train to start an engine that could not be started. In such cases we believe that it was a case of where the party had been careless and forgotten to close the switch, as absolutely nothing was found wrong, nor was there any changes made in the engine or the adjustment.

Another case: It frequently happens that we find parties who have been running the engine up to quitting time the day before, and when they attempt to start the engine the next morning they find it impossible to start, sometimes being able to get, say, one or two explosions from the engine, after which time it is impossible to get another explosion. Then again it may be that no explosion whatever can be obtained from the engine. In a case of this kind we find upon examination that there is no gasoline in the tank. In a case like this the engine was running, and would hold the suction even to practically the last portion of gasoline in the tank, but so small was the amount that to operate the pump, after allowing it to stand over night, that it would not suck fuel, but would draw air. Before the engine could be started it was necessary for our man to have the tank filled, after which time the engine would start off and run the same as it always had.

Other cases occur in which the engine will run all right the day before and occasionally run until noon, but after being shut down for the noon hour the engine will not start. In such cases we generally find that the battery has been almost entirely discharged or run down. In such cases, after the engine is running and hot, and the battery exhausts itself during this run, there is still a faint spark produced, and owing to the favorable conditions of the hot cylinder and the hot igniter, the engine will continue to run, but cannot be started after stopping and cooling, as the spark is too faint. Parties may attempt to test the battery, when they are unable to start, and they will find by a quick strike of the wire on some part of the engine that there will be a faint spark produced, and they will of course assume that the battery is all right, not stopping to consider that while one or two sparks might in this manner be produced, that the battery will not continue to do so after the engine has been started and calls for a frequent number of sparks.

In starting a cold engine the first few charges are the hardest to fire, and a fairly hot spark is necessary, which means a strong battery. In such cases it would seem as though it would be well to have a battery test gauge to determine the voltage, but even with this a great deal of judgment or experience is necessary. If the battery has been standing for some little time, and is tested, it may show on a closed circuit sufficient voltage, but, as above mentioned, it will not continue to give out this voltage when in operation. Therefore, in order to determine accurately the voltage of the battery, it should be tested immediately after stopping the engine, otherwise it will have a chance to build up and show a false voltage. That is, one which it could not hold up after a few minutes of use.

This is frequently shown by the fact that an engine may be started and run for 10 or 15 minutes and then stop with no apparent cause. The engine, after standing for a half hour or so, will again start and run for a time until it shuts down; the rest allowing the battery to pick up. Parties frequently advise us that after their engine runs and gets warm that it will shut itself down and after they allow it to stand and it cools off they can again start it, and it will run until it gets hot, when the real cause of the stoppage is not the heat of the engine, but the running down of the battery.

An engine might start and run for a short time and then shut down, and be caused from some source other than the battery weakening; therefore, one should not only examine the battery, but should also examine the compression, and learn whether the gasoline pump is delivering sufficient gasoline to keep the engine working. The battery should be examined first before it has time to regain voltage. When exam-



Brick Bins for Grain in Course of Construction at Buenos Aires.  
(For Description see page 672.)



ining the gasoline pump it should be noted as to whether the pump will, on the first movement by hand, deliver gasoline out of the overflow. If not, the stoppage is probably caused from the shortage of gasoline. By working the pump fast by hand it can be made to keep up the supply, but when running with the engine, if there is any leak around the packing of the plunger, the pump will not hold the suction, and the result will be a shortage of gasoline.

We have also found in cases where the engine had been stopped and could not again be started, that the igniter was found stuck so that the spring did not have sufficient power to return it, and cleaning of the moveable electrode was necessary.

We have in some cases found that the exhaust valve had become carboned up and the stem was dry, and the valve would stick slightly open, just enough to allow the compression to leak away upon attempting to start the engine. This leak in some cases was not sufficient to stop the engine from running on the previous day, as at a high speed the valves would probably be forced shut by the compression, but after stopping the corrosion was sufficient to hold the valve open and prevent the engine from starting.

## Reforming the Southeastern Trade.

BY CHAS. D. JONES.

The recent attempt to organize an association to govern the grain transactions of the southeastern states was a failure, owing to sundry conditions. Attempts had been made before to organize this business along very stringent lines, regarding the payment of drafts, terms of contract, etc. Those efforts were all failures because it was impossible to get all the dealers to join and live up to such stringent rules.

Accordingly, when the Grain Dealers Adjustment Company was started, it was deemed best to try to organize with one object, that being the enforcement of contracts. This idea properly carried out, would easily obviate the troubles of doing a grain business in the southeastern states, but to start out to enforce all these contracts would mean in the beginning quite an expense, because it would be absolutely necessary to resort to the courts in order to establish precedents in many cases, a careful estimate being that the work could not be carried on for one year at a less expense than \$8,000. To raise this amount of money it was necessary to have at least eighty members, at \$100 a year, or forty members at \$200 a year. We found it impossible to get eighty members, though forty-odd signified their willingness to join, providing the eighty members could be secured. They would not, however, consent to start alone at \$200, \$100 dues being their limit. This was true of most of them, though there were probably a dozen or more who were willing to pay \$200, or even more if necessary.

The proposition being simply to enforce contracts, it would naturally seem that every shipper would be willing to join such an association, because the assumption is that whenever

a man makes a contract he expects it to be enforced, but quite a number of prominent shippers refused to join when it was explained to them that they would be forced to fill a contract as well as the buyer. Then some of the western shippers, particularly, refused to join and help such an organization, because they seemed to fear that they would be building up a business for the central and nearby shipping markets to reap the benefit.

Some of the smaller shippers felt that they should not be assessed the same dues that the large shippers were assessed. Altogether, it was impossible to get a sufficient number to agree to any one proposition to put the association on a firm working basis.

The shippers of grain to the southeast are just as intelligent men as you can find in any other line of business, and it does seem strange that they will not come to some agreement whereby they can protect themselves against irregularities on the part of the buyer and at the same time protect the legitimate, honest buyer from irregularities on the part of the shipper.

I have had talks with quite a number of the largest buyers in the southeast, men who have just as much regard for a contract as any other set of men on earth, and they would herald with delight any organization strong enough to stop the illegitimate buying in their territory. It is easy to see to what disadvantage a good man is working in any territory, where a competitor is dishonest enough to refuse grain simply because there has been a market decline. It only means that he will have on hand at times high-priced stock, which he will be forced to sell against grain arriving at the same time that has been refused, and had to be resold at market value at time of arrival, and oftentimes much less.

Conditions in some markets in the southeast have come to such a state that it is absolutely too dangerous for the shipper to do business, and it is my honest opinion that the time will come, and that soon, when the reliable shippers and reliable buyers will get together and do something to stop irresponsible trading. It must not be assumed that every rejection in the southeast is dishonest. The shippers in many cases are to blame, yet it is a fact that there are large buyers, men of good commercial rating, who will refuse to take grain on a market decline on pretexts that are nothing more than mere shams.

It may be that the organization and salvation of this business will have to be worked out through the Grain Dealers' National Asso'n. If that Association can broaden its scope and give up the necessary time to organize that section, as every other part of the country is organized, it will have accomplished more good than has ever been accomplished in any other section of like size.

France's wheat harvest is estimated by the minister of agriculture at 296,600,000 bus., or 60,000,000 bus. less than in 1903. The *Reforme Economique* calculates that between the harvests of 1904 and 1905 some 24,120,000 bus. must be imported.



Brick Bins at Buenos Aires in Course of Construction.  
(For Description see page 672.)

## Legality of the Penalty Clause

By FOLLANSBEE, McCONNELL & FOLLANSBEE

During very recent years there have been established throughout the country many farmers' companies for the transaction of many different lines of business, and in perhaps no line has their establishment been more frequent than in the grain trade.

Like all grain companies, the farmers' company was organized for the purchase of the farmers' grain, but, unlike the ordinary company, it is generally a corporation whose stockholders are local farmers. Here we have a company, the buyer of grain, which is composed of the sellers of grain. Insofar as the company transacts business with its stockholders, the arrangement seems to be a branch of the co-operative idea with this irregularity, that the redistribution of the profits is dependent upon the amount of stock held rather than upon the amount of grain sold by the stockholders. As to transactions with others than its stockholders, the farmers' company stands as any grain company.

Many of these farmers' companies, however, have passed by-laws which seem to require its stockholders to sell exclusively to the company. These by-laws exist in different forms, but the two following are perhaps fair specimens:

"Any member of this company who shall sell his grain to any other grain buyer shall pay over to the company's manager one-half cent per bushel on each and every sale."  
 " \* \* \* The company shall appoint agents whose salaries shall be provided for by a percentage upon the sales of members and shall include all sales made by members to other dealers than the society."

It is to the validity of such by-laws that our present attention is directed. This question we have considered primarily with reference to Illinois law, and have considered only occasional cases decided in other states.

All corporations have the right to pass such by-laws as are reasonable and in conformity with the general law and public policy of the state.

*Am. & Eng. Enc. of Law 91, and cases cited.*

But these by-laws, which we shall hereafter refer to as the "penalty clauses," it is claimed, are illegal because they are either repugnant to the Sherman law, or in violation of the state and trust laws, or because opposed to public policy.

By way of disposing of the first objection, we shall simply point out that the Sherman law does not apply because that is a federal statute and applies only to inter-state commerce. While it is not easy to define just what that term includes, it does seem clear that a sale of property in Illinois, for instance, between citizens of Illinois, constitutes in no way a part

of intra-state commerce. These "penalty clauses" affect only the company and the local stockholders. In other words, they affect only local inter-state trade. The intention to ship the grain from the state at some future time can not change the nature of the transaction.

"When goods, the product of the state, have begun to be transported from that state to another state, and not until then, have they become the subject of inter-state commerce."

*Coe v. Errol, 116 U. S. 517.*

See, also, to the same effect: *Kidd v. Pearson, 128 U. S. 21; Anderson v. United States, 171 U. S. 604; Addyston Pipe & Steel Co. v. United States, 175 U. S. 21; People v. Butler Street Foundry, 201 Ill. 250.*

But while it seems that these clauses are beyond the reach of the Sherman law, state statutes to the same effect are very common and there can be no question of their applicability to the case in hand. A statute of Illinois passed in 1891 (*See Starr & Curtis, chap. 38, sec. 99*) provides:

"If any corporation \* \* \* or any partnership or individual or other association of persons shall create or enter into any pool, trust, agreement, combination, confederation or understanding \* \* \* to regulate or fix the price of any article of merchandise or commodity \* \* \* or to fix or limit the amount or quantity of any article, commodity or merchandise to be manufactured, mined, produced or sold in this state, such corporation, partnership or individual or other association of persons shall be deemed and adjudged guilty of conspiracy to defraud and be subject to indictment and punishment as provided in this act."

The case of *Ford v. Chicago Milk Shippers' Ass'n., 155 Ill. 166*, was decided under this statute, and that seems to be the only case based squarely upon it; but the facts of that case come so squarely within the terms of the statute that the case is no real help in the consideration of our present question.

There was there an open agreement for the "fixing of the price" of milk, and the combination was directly entered into for that purpose, so that the decision seems beyond question. It did lay down the rule, however, that a corporation through its own members could constitute a combination, which is pertinent to our question.

Competition is between dealers in the same line of trade, and agreements between such rival dealers not to compete or place certain limits upon their competition certainly are agreements which can have but one object, namely: the control or "fixing" of prices.

But the "penalty clause" of the co-operative company is not an agreement by which that company and the other grain dealers in the same town agree no longer to compete. It has no reference to any other grain dealer, and it is difficult to see how such an agreement can come within the prohibition of the statute against agreements to "fix the price" or to "limit the production" of articles of merchandise.



Unloading Tracks of Argentine Elevator Covered with Shed.  
 (For Description see page 672.)



Passing on to the third objection, however, we have to deal with a question of much the same nature. To determine whether an agreement contravenes the public policy of a state, one must first determine what is the public policy of that state, and to do this it is necessary to consult the legislative enactments of that state as interpreted by the courts.

*Harding v. American Glucose Co.*, 182 Ill. 551; *Carroll v. East St. Louis*, 67 Ill. 568.

The whole question at common law of what agreements are void as opposed to public policy because in restraint of trade or in prevention of competition, or tending to create a monopoly is one upon which great confusion has existed. Upon no subject has there been greater disparity between the conclusions of text writers and the decisions of the courts. Decisions have depended not a little upon the economic view of the respective courts, and the term "public policy" is so all-pervasive and intangible that it has fairly escaped being confined within certain rules.

The doctrine, in regard to contracts in restraint of trade, where a vendor upon the sale of his business agreed for a certain time and within certain limits to no longer conduct such a business, became fairly well established. Such agreements, for their validity, depend upon their reasonableness. Such is the Illinois rule.

But it is said in *More v. Bennett*, 140 Ill., that the reasonableness of a restriction will be considered only where it is in connection with the sale of a business. The whole trend of the Illinois decisions seem to bear out that statement. Contracts are held to be unenforceable upon the broad ground that they prevent competition and tend to create a monopoly without showing clearly in just what way they accomplish these ends.

See *Holden v. City of Alton*, 173 Ill. 318, where an ordinance requiring that only bids from union laborers should be accepted on city contracts was held invalid because in violation of common right and tending to create a monopoly. Certainly the ordinance was invalid, but was not the real reason because here was a public corporation making an unfair discrimination?

In *Adams v. Brennan*, 177 Ill. 194, a contract by a school board to employ only union labor was held invalid. Here, again, was a public institution, and on that fact the decision of this case seems properly to have been placed.

*Fishburn v. City of Chicago*, 171 Ill. 338, was another case of the same kind; and one reason for its decision was said

to be that the contract in that case tended to create a monopoly.

In these three cases were not such statements quite unnecessary for the decisions of the cases, and consequently is not the weight of these cases on our question quite seriously impaired?

In the *People v. Live Stock Exchange*, 170 Ill. 556, certain by-laws of the defendant, which placed certain restrictions upon the number of solicitors which its members might employ, and containing certain other conditions, which must be complied with, were held invalid because they amounted to a restriction on the freedom of trade and business and were consequently beyond the power of the corporation to pass. However, in that case the reason such by-laws were passed was to reduce the fierce competition among the live stock dealers which had existed before that time, and this by-law amounted to an agreement among live stock dealers placing certain restrictions upon their competition in the future. It was a direct agreement no longer to compete as before, and would seem to be within the principle of the case of *Ford v. Milk Shippers' Ass'n* mentioned before.

Where the agreement is between rival dealers and its object is to restrict competition with one another, there can be no question of its illegality.

*Distilling & Cattle Feed Co. v. People*, 156 Ill. 448; *Bishop v. American Preservers Co.*, 157 Ill. 284; *Harding v. American Glucose Co.*, 182 Ill. 551; *More v. Bennett*, 140 Ill.; *Craft v. McConoughy*, 79 Ill. 346, are conclusive on that point.

It is contended, however, that the "penalty clause," since it is in no way an agreement among rival dealers and tends to no arrangements with such dealers, is not a restriction upon competition as within the rule of the above cases, that competition is interfered with only insofar as the company binds to itself customers who will sell all their grain to itself.

To be sure, these clauses may make the company more powerful so that in the end rival dealers are no longer able to continue successfully in that business, but the energy and integrity of some individual grain dealer might bring about the same result. That result is due to keen competition and not the absence of it. That is, while the cases held agreements in restriction of competition to be illegal, they do not indicate clearly just what agreements are in restriction of competition, and it might be a question whether the operation of the "penalty clause" is such a restriction of competition. The cases, however, held also that agreements tending to create



Marine Leg of Argentine Elevator.



Sixty Automatic Grain Scales in Argentine Elevator.

(For Description see page 672.)

a monopoly were invalid. And this, again, leaves unsettled the question of what amounts to a monopoly.

In *Bailey v. Association of Master Plumbers*, 103 Tenn. 99, the court, in holding a by-law illegal as tending to create a monopoly, says that it is the injury to the public that characterizes the interruption of trade as illegal. In a large number of instances the agreement which is held illegal as tending to create a monopoly is one by which a single individual or corporation obtains control of some particular commodity for the purpose of reselling the same to the public, the injury to the public consisting in the fact that having obtained control of this commodity, it can make the public pay an increased price therefor. The injury to the public is apparent.

Eddy on Combinations, Vol. 1, sec. 303, says that these decisions can not be reconciled, but on examination it will appear that the court in each case was largely influenced by the facts.

The facts of the case under consideration are somewhat peculiar. The only portion of the public which could be injured by any one company in a small market point having a monopoly of the grain trade in that district would be the portion of the public which resides in that district, but the grain dealer does not buy for the purpose of reselling to these people. The grain they buy is shipped at market prices to a large central market; and the only result of a practical monopoly in any particular town would be to enable that company to make a larger profit because it handles more grain. It does not seem that the public in such a case could be injured.

It is to be borne in mind that the stockholders of these farmers' companies are the farmers themselves, and if the company pays less for grain and thereby makes a larger profit, this profit in turn is distributed among its stockholders, in that way going back to the same source from which it was derived. If the facts of each case are to be given particular weight, this is so much the weaker case.

Further, in determining what the public policy is, might not the fact that in certain legislative enactments certain products, among them being agricultural products, were excepted from the operation of the statute in respect to such agreements as we are considering, be given some weight? To be sure such enactments were unconstitutional, but on entirely different ground.

The friends of the "penalty clause" say that it is in effect an exclusive purchase of the grain of all its members and that the "penalty clause" only liquidates the damages in lieu of the loss of profits.

*Chitty on Contracts*, 11 American ed., pages 982 and 983, and note, says that such a purchase would be valid.

In *Mogul Steamship Company v. McGregor*, L. R. 17 App. Cases 25, it was held that an offer to pay a rebate to such customers as should give the company its exclusive patronage was not illegal. When a customer complied with that offer he was entitled to his rebate.

In 17 Minn. 372, two carriers agreed to send all their freight which was through billed by the other's line or pay so much

on what was sent by any other road. This agreement was held valid.

In *Lough v. Outerbridge*, 143 N. Y. 271, an agreement by a carrier to give reduced rates to those who stipulated to give it all their business was held valid where the charges to others were not excessive.

In *Matthews v. The Associated Press*, 136 N. Y. 333, a by-law of the defendant which required its members to receive no news from other associations covering a like territory and organized for a like purpose with the defendant was held to be valid. The court pointed out that the best interests of the stockholders might be served by making the defendant company a success and thereby securing to themselves greater dividends.

The Illinois court, however, in the case of the *Inter-Ocean, etc., v. Associated Press*, 184 Ill. 438, on a state of facts almost identical with those of the New York case above, reached a contra conclusion. The by-law in this case prevented the publishing of news received from any association in competition with the defendant and which the defendant might declare to be antagonistic to itself. This by-law was held to be invalid and beyond the power of the company to pass. Great stress was placed upon the fact that the Associated Press was a quasi-public corporation, but the court also expressly said that the by-law was invalid as tending to create a monopoly in its own favor.

It may fairly be said that the "penalty clause" also tends to that end. But would the court hold to so broad a rule where no question of public duty is involved and where the public could not well be injured by the creation of a monopoly so-called?

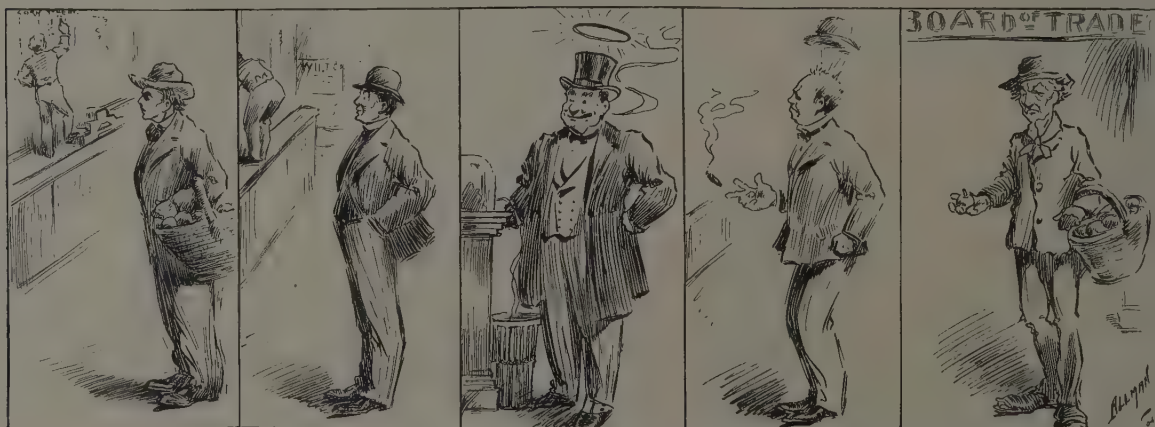
In *Santa Clara County v. Hayes*, 76 Cal. 387, where four manufacturers of lumber agreed to sell to one corporation and to no one else under a penalty of forfeiture, the agreement was held to be invalid.

Also, in *Pacific Factor Company v. Adler*, 90 Cal. 110, where a vendor agreed to sell to one person exclusively, the vendee was unable to enforce his exclusive privilege because it was held to be void as tending to give him a monopoly.

On the whole, in the light of the authorities cited, we should say the question of the validity of the "penalty clause" is not free from considerable doubt; that it would likely be determined differently in different states, and what the decision in Illinois would be one can not safely affirm.

In favor of its validity it may be urged (1) that the agreement is reasonable and given in consideration of the special advantages of membership in the company; (2) that there is no semblance of an arrangement doing away with competition on the part of its rivals; (3) that if the agreement tends toward a monopoly, from the peculiar facts of this case no real injury to the public could well result.

The general public, as distinguished from that portion of the public resident in the local market point, will not be affected in any way. As to the local public, only that portion can be affected which has grain to sell. As to those sellers, the



Apples to Apples.—A True Story of the Rise and Fall of a Chicago Speculator.



number who are members of the company can not be injured by a monopoly on the part of the company because the benefits the company derives are divided among these stockholders. However, as to those sellers who do not belong to the company, it would seem that the company, having secured a monopoly, might offer a lower figure for its grain. At first glance this would seem to be a considerable detriment. But would it be?

As a practical matter the country is so thickly settled that the different towns are in active competition with one another. In many country towns there is but one grain dealer, but he can not lower the price which he offers for grain because the farmer will simply transfer his patronage to some other market point.

In view of this it would seem that no grain dealer, however exclusive his monopoly at some particular market point might be, is not without actual and keen competition; that the public is amply protected by such competition. The considerations seem sufficient to exonerate the "policy" of the "penalty clause" and seem a sufficient basis upon which to found their validity.

On the other hand the penalty clause does tend to create a monopoly in favor of the company, and therefore to come within the broad rule laid down by the Illinois court in *Inter-Ocean v. Associated Press*, and voiced in cases previous thereto.

And it is very likely, in view of the advanced position continuously maintained by the Illinois court against restrictions upon trade in any form, and in view of the dispositions of the courts to make no exceptions to a general rule which might tend to weaken the rule, that the "penalty clause" would be held invalid in Illinois as preventing competition and tending to create a monopoly.

The cotton crop of the U. S. for 1904-5 is estimated by John Hyde, chief of the Bureau of Statistics, at 12,162,700 bales.

The greatest mean pressure thruout the stroke is obtained with a mixture of 1 part of gasoline vapor to 40 of free air.



W. S. Washer, Atchison, Kan.

## Overdrafts

By W. S. WASHER

The overdraft is the grand bugaboo of the grain business. In the history of the trade, more concentrated grief has been embodied in the word "overdraft" than in any other department of the grain business with the possible exception of the always mooted weight question.

In the office of every grain receiver an overdraft is a cause for suspicion and some times for consternation and alarm. It is not strange that such should be the case, for the hundreds of thousands of dollars that this form of iniquity has cost the grain trade is sufficient to make them wary of anything that savors of overdrawn accounts.

It is a tribute to grain association work all over the country that in the past few years overdrafts have to a large extent decreased and in some localities been entirely eliminated. In this section of the country the writer has heard many receivers make the remark that they have not had an overdraft from their customers in several years.

To discuss the ethics of the overdraft would be a paradox. No ethical consideration can by any means enter into the overdrawn account. The overdraft from the country is either the product of carelessness or the child of iniquity, and in either instance is inexcusable.

By reason of the better trade conditions that now exist, shippers and receivers are much better acquainted with each other and each other's methods of conducting business affairs, and there is less tendency upon the part of the shipper to overdraw on the receiver than ever before, because a better condition of mutual confidence has been established.

In the old days when almost everyone in the country districts bought and sold grain and consigned it indiscriminately to various parties in various terminal markets, when fluctuations of value were much more pronounced than they are today, there was much more of a tendency and possibly much more of an excuse for this practice, but at the present time with conditions moderately well regulated, with markets on a firmer basis, and a better knowledge and understanding of the responsibility of all parties directly connected with the trade, the overdraft should become obsolete.

Nowadays a man who deliberately and continuously makes a practice of overdrawing his account very soon becomes in bad repute with those with whom he deals, and it is very soon noised about that he is either irresponsible or that his affairs are not in the condition they should be. His credit, the priceless boon of the grainman, or of any merchant for that matter, is discounted and it is only a question of time until his business goes at a sacrifice to some one who is better qualified or more willing to trade on a fair and business-like basis.

That the conditions now existing are better for all concerned is unquestionable. In the old days the indiscriminate shipper could not safely draw for more than one-half or three-fourths of the estimated amount of his shipment, while nowadays, with better understanding established, the reputable shipper can draw within 5 to 10 per cent of his shipment's value. In that way he has less money involved in outstanding accounts and is better enabled to conduct his home affairs.

It is an excellent illustration of the established fact that honesty and fairness are not only the best policy, but that they pay and are absolutely necessary to permanence and stability of any business concern.

The modern, well conducted bank institution will not under any consideration, tolerate an overdraft from its customer. By the same token the time should come when the modern, well conducted grain receiver will in no wise tolerate overdrafts on the part of its customer. If surplus funds are necessary, then they should be negotiated for on a business basis, backed by fair security.

It is doubtless within the memory of the older members of the trade that the utmost vigilance had to be exercised in the scrutiny of every draft that was presented for payment to the end that they should not be mulcted by the occasional maker

of overdrafts. The fact that the overdraft is a comparatively seldom occurrence to-day perhaps causes a tendency on the part of some not to scrutinize drafts as carefully as they did in the past and so occasionally losses still occur. Perhaps to a certain extent these are a tonic to correct systematic carelessness on the part of the receiver.

When the markets are fluctuating widely and dealers are consigning to open market, is a time when they should be exceedingly careful to allow sufficient margin on drafts. The commission merchant who receives draft on shipment of grain, and the market has declined subsequent to the drawing of the paper, naturally feels a hesitancy about protesting the draft as he is likely to believe that it was inadvertent, but the commission man has troubles enough of his own without having to be put to the test in such a case. If he has confidence in his shipper he will pay the draft and draw back for what he considers the right amount. There is a tendency on the part of many shippers to resent the protest of the unreasonable draft, but even though they are known to be responsible and fair, it is a great deal to ask of the receiver that he should lay aside his rules of business and pay on every excessive bill that is presented to him, and even when the draft is paid by the receiver, if he draws back on the shipper for margin to cover deficit is still often times resented by the shipper, which is unreasonable and unfair.

As before stated, there are no ethical considerations to the matter of overdrafts. They are unfair to the maker and unfair to the one who must pay them. They are morally and financially a sin, and the sooner that all business is put upon a basis where they shall be entirely eliminated the better it will be for all concerned. Overdrafts on energy, overdrafts on ability, overdrafts on morals, overdrafts on health and overdrafts on wealth are each and every one an unmitigated evil.

At the beginning of the new year is an excellent time to relegate them to the realm of tradition.

Roumania has withdrawn the prohibition of the export of oats which went into effect Aug. 20.

The National Board of Trade will meet Jan. 17, 18 and 19, at the usual place, Washington.

At the close of navigation Russia had 1,000,000 tons of grain on track, enuf to load 500 steamers and sailing vessels.

Kansas and Iowa students took part in a corn judging contest at the Chicago live stock show.

F. W. Talbot of Minneapolis will build a large rice elevator 300 miles below Mexico City, says the San Antonio, Tex., News.

### The Dealer Who Worries.

"Worry and Fret were two little men  
That knocked at his door again and again;  
'Oh, pray, let us in but to tarry a night,  
And we will be off with the dawning of light.'  
At last, moved to pity, he opened the door  
To shelter these travelers, hungry and poor;  
But when on the morrow he bade them adieu,  
They said, quite unmoved, 'We'll tarry with you.'  
And, deaf to entreaty and callous to threat,  
These troublesome guests abide with him yet."

### Concrete Grain Storage.

BY ROBT. P. DURHAM.

The increasing interest which is being shown by grain dealers and millers, in the question of what form of construction is best suited to their requirements for grain storage may be attributed in large part to two causes, both of which have been too little considered in past years.

The time was, and that not a great many years ago, when but one kind of building came to a grain man's mind, when he contemplated providing a place to store his grain. This was the conventional wooden building, with rectangular bins, the walls built of planking laid flatwise, and thoroughly spiked down.

But it did not take the insurance companies very long to learn that such buildings burned all too readily. Repeated lessons from fires in large and small elevators, almost always resulting in total destruction of the property, caused a gradual increase in insurance rates on this class of risks—an increase which soon made it imperative that the grain dealer learn if rates could not be lowered by other forms of construction. This was the first of the two causes for the interest shown in fireproof storage.

The second consideration is that dealers lose heavily owing to suspended business when elevator burns, even if well covered by insurance. It would seem, therefore, that the man of foresight would build a structure whose permanency would be assured and thus prevent his business being interrupted.

From the latter reason, also, it will be seen that a dealer can afford to pay much more for fireproof construction, owing to the assurance of uninterrupted business, and without considering the saving in insurance rates. A wooden elevator is almost certain to be, sooner or later, an expensive economy.

These considerations may be said to apply generally to elevators of all kinds, but the difference in the cost of fireproof and non-fireproof construction in handling-houses has been, and still is, of sufficient importance to cause many to hesitate at the increased expenditure. In the case of storage houses,



Evans Four Concrete Tanks at Indianapolis. Total Capacity, 85,000 bus.



this difference in cost is reduced to so reasonable a figure, and the loss in value of grain, if fire occurs, compared to value of the building, is so large, that the ultimate economy of fireproof storage elevators will admit of little question.

When the question of fireproof storage is first considered, the material which it would seem most natural to use is steel. Steel will not burn; why not use steel storage tanks? Because, while steel will not burn, it is, nevertheless, "fireproof" only when isolated from material which will burn. Two notable examples of the loss of steel tank storage certain to follow a fire in close proximity may be cited.

About two years ago the Canadian Pacific Railway lost by fire a working-house at Fort William, Ont. This working-house, while built largely of steel, contained sufficient wood to burn fiercely; and the building was totally destroyed. Near the working-house were a number of large steel storage tanks. The heat from the burning building warped the nearest of these tanks badly, causing loss of the tanks and thousands of bushels of grain contained in them were damaged.

A more recent example is the fire at Sherman, Texas, where great damage was done to grain in a steel tank because of its nearness to a burning building. In this case the steel tank was subdivided by wooden walls—a combination of materials which is little, if any, more effective for fireproof construction than wood alone.

In addition to its liability to damage from neighboring fires, steel offers little protection to grain against changes in temperature. It would seem, therefore, that a thicker wall of a substance less affected by heat would be a preferable material out of which to build storage elevators.

For many years concrete has been used in the construction of grain storage bins in several European countries, and this material is finding increasing favor in this country.

Concrete bin walls are absolutely fireproof, and aside from their incombustibility, they offer to grain as complete protection as possible against fires in close proximity. A fire which would be disastrous to a steel tank and its contents, would be without effect on a concrete wall or the grain behind it.

Another advantage of the concrete wall is that it protects the grain to a great degree against changes of temperature. This will be readily appreciated by those who have experienced the heating of large quantities of damp grain in steel tanks. While no wall, of whatsoever material, will wholly prevent this, any advantage tending to this direction cannot afford to be neglected. Users of concrete storage say there is no sweating on the inside of the tanks. In fact, the walls have a slight absorbing capacity.

The cost of maintenance of a concrete storage elevator is

practically nothing. It suffers no deterioration from the weather, and therefore requires no painting.

It is more nearly indestructible than any material in use for elevator purposes. Maliciously inclined persons or grain thieves would work in vain to make holes in concrete tank walls. This gives it an advantage of considerable importance over forms of construction which can be easily penetrated. The malicious hazard is not to be overlooked when the prevalence of strikes is considered.

Speaking generally, the materials for concrete are not far from any point where an elevator is likely to be constructed. Sand, gravel and stone are to be found everywhere; cement mills are now so numerous that few grain states are without one or more large factories. Lumber for forms and steel rods for reinforcing are easily obtainable. In erection, too, the concrete bin has an advantage in that unskilled labor, under proper and competent superintendence, can carry on the work.

It may be in order to say a word as to the comparative cost of concrete, steel, and wood storage. Wood is still the cheapest in first cost, though the constant upward tendency in the price of lumber makes this statement subject to possible change before many years. As between steel and concrete, the comparative cost will depend largely on the location of the work, but in few, if any, cases will the difference in favor of steel, if such there should be, offset the advantages to be gained in using concrete.

Illustrations are presented herewith, showing a small concrete storage elevator in connection with a mill, and large concrete bins in connection with a terminal elevator. The difference in design and size will be indicative of the adaptability of this construction to the needs of the small mill or elevator man, or to the requirements of the larger grain dealer.

In the smaller elevator shown, the space between the four tanks is successfully used for storage. This has been attempted in clusters of steel tanks, but always with indifferent success.

Most elevator builders will construct a storage elevator out of wood, steel, brick, tile or concrete. All but wood are "fireproof," but concrete, on its merits, and when built by a reliable engineer, would seem to be the preferable material for construction.

Bucket-shops are increasing in the west. Kept alive by stock exchange quotations they invade the grain trade. Iowa is suffering badly from the bucket-shop invasion, John Hill, Jr., reporting 3 of these illicit concerns at Mason City alone, taking about \$100 per day out of the place. The Chicago Board is not prosecuting so vigorously, pending a decision by the U. S. Supreme Court in the Christie case.



The Missouri Pacific Elevator at Kansas City. Capacity of Concrete Tanks, 750,000 bus.

*Members Nashville Grain Dealers Association.*



1, Byrd Douglas, President; 2, J. H. Wilkes, Vice-President; 3, W. R. Cornelius, Jr., Secy. & Treas.; 4, Jno. M. Williams, Chief Inspector; 5, Luke Lea, Attorney; 6, Jno. E. Potter; 7, Albert Rothschilds; 8, L. F. Waggoner; 9, M. E. McBryde; 10, Jno. A. Tyner; 11, H. H. Hughes; 12, Geo. W. Hill; 13, S. S. Kerr; 14, W. J. Miller; 15, T. M. Logan; 16, R. H. Worke; 17, E. M. Kelley; 18, T. M. Anderson; 19, F. Roddy; 20, Hugh McGavock; 21, Jno. A. Harrison; 22, J. H. Nell; 23, W. L. Nichol, Jr.; 24, Jno. A. Jackson; 25, P. W. Harsh; 26, J. A. Williams; 27, W. Murray Hogan; 28, Jno. H. Bell.



## The Nashville Grain Dealers Association.

The growing importance of Nashville as a grain distributing center for the Southeast is clearly indicated by the rapid increase in the grain tonnage carried by the many roads centering at that point, and further emphasized by the recent building of new grain elevators and warehouses and the enlarging of old ones. Considerable grain has been transported by water, and no doubt this traffic will rapidly increase henceforth.

The city's grain trade long since attained proportions that made the organization of an exchange, board of trade or association absolutely necessary to the future growth of the business, and the Grain Dealers Association of Nashville was organized.

Secretary W. R. Cornelius, Jr., says: "We were organized for the betterment of all interests pertaining to the grain business, thereby bettering our own individual interests. This was in April, 1902, with perhaps a dozen of the dealers as enrolled members. Since then, we have taken in, with only a few exceptions, every important dealer in the city.

"Since our organization, we have established an exchange, where we meet daily from 11 A. M. to 12 M., and get market reports from all the principal markets, trade among ourselves, and get fully posted as to what is going on in the grain centers and at home, too.

"In addition to the members of the Association, who alone control matters, we have allowed as members of the exchange, brokers and others who are directly interested in the grain business. The exchange has been in operation now about twelve months, and its workings have been so entirely satisfactory that we feel it has come to stay; so much so that this year we have increased our quarters to double their former size.

"The further object of our Association is to an extent to act as guardian for the interest of each of its individual members. We propose to protect them against any imposition by the consignor and also the consignee. We also propose that each and every individual member of the Exchange shall toe the mark on his side; in this way we feel that the interest of all parties is protected. We want every shipper of grain and hay in the West and Northwest to feel that he is perfectly sure of getting a fair deal when he ships anything to any member of this Association; then, too, we want him to understand that our member is likewise to have such a deal. The same thing applies to the South and Southeast and to ourselves.

"We have several standing committees from members of the Association. The traffic committee's duties are to take charge of and have adjusted as speedily as possible all freight claims, car service, or anything that has the appearance of being unjust or excessive. This is an active and beneficial committee. The arbitration committee considers any matter of differences between ourselves, or consignor and consignee, North or South, thereby preventing lengthy lawsuits and promoting friendly relations between contestants, who continue to do business with the same confidence and maintain the pleasant relations existing before. We have other committees, but these two are the important ones.

"During the last twelve months, we have had added to our list of elevators and warehouses, three new elevators and warehouses, with a capacity of 350,000 bushels of grain and 20,000 tons of hay; others have increased their capacity; several new concerns have embarked in the business, and we feel that we are just beginning to enter upon what will lead to high tide.

"Another bright outlook for the grain business of Nashville is that we will now have river transportation the year round. The Government has this week thrown open all the locks and dams, six in number, on the Cumberland River; this work has been on hand for twenty years and is just now completed. This river is navigable some 700 or 800 miles, and its entire course is through the most fertile grain producing sections.

"We have just completed the statistics of last year's business, that is from July 1st, 1903, to July 1st, 1904. During that period the grain business of Nashville amounted to \$18,936,864.20. This simply applies to grain and hay, and does not include seeds, etc., which some of our dealers handle quite extensively; neither does it include hay or grain handled by

the representatives of western shippers and sold on this market to dealers here. There has been received in Nashville, during same period, 24,192 cars of grain and 5,356 cars of hay.

"The stock of grain in the hands of the dealers of Nashville is taken once each week, which constitutes the actual moving stock inside the Nashville terminals, including, of course, stock in elevators and warehouses for Nashville proper. Taking the last thirty-three weeks, it shows an average number of bushels of wheat 245,746, corn 150,940, oats 217,000, barley 18,521, rye 2,000, total 634,207, so you can form some idea as to where we are drifting.

"The Association felt that we should have a recognized attorney; let him familiarize himself with the grain interest and be in a position to attend to any legal business that might arise for the Association or any of its individual members of any nature. Mr. Luke Lea was unanimously elected. He is young, a native of Nashville, a gentleman of highest standing, and is admirably equipped for the position physically, mentally, socially and morally, in every sense of the word. His ancestors were among the founders of Nashville, and its staunchest citizens. He would be an honor to any organization, and we feel that in his hands any business is safe."

On the opposite page will be found a group of the members of the Association. Some members were so unfortunate as to be out of town recently when the photograph was taken.

## Experiences of a Gasoline Engine Expert.

BY F. E. TROY.

On arriving at destination, after being called to doctor a gasoline engine which had been most thoroughly cussed as being the poorest gasoline engine on the market, because of its extreme peculiarity, in that it would run occasionally and stop most of the time, I found an engine of known merit and therefore had no hesitancy in tackling the job. The facts as given by the owner of the engine were true in all excepting that the engine was A-1 after the difficulty had been located.

As the pump would supply gasoline but part of the time it appeared as if it needed repacking or that the check valves needed attention. A wooden plug  $1\frac{1}{2}$  in. long and slightly tapering nearly as large in diameter as the pipe was located in the  $\frac{1}{4}$ -in. vertical gasoline supply pipe; this would float in the pipe when oil was being pumped into the cylinder, but before the pipe was thoroughly stopped the engine would have been supplied so that it would run for a short period. Since this plug was removed the engine has always given the very best of results.

On another occasion I found an engine running by alternating frequency, sometimes would run for quite a spell and then lay off until ready to start. I located the difficulty in the insulated copper battery wire. The copper wire inside of insulation had become parted but the ends had scarcely spread apart and the dangling wire would give to such an extent the circuit was open and sometimes it would be closed. The insulation covering this place was perfect.

We suggest that while the foregoing instances are peculiar and required the service of an expert, it has been our experience that little if anything has been wrong with engines that have been most harshly criticized. Good, hard common-sense applied would have saved both time and expense to the owner of the machine.

While the general commercial sentiment of the country, as reflected in the commercial journals and in the attitude of the exchanges, is usually just, honest, and impartial in its dealings with the bureau's crop reports, there is a fluctuating sentiment that is favorable or unfavorable, according to the effect of the reports upon individual interests, and it is rarely that there is not some call for their discontinuance from the element that is for the time being suffering from their effect upon prices. At times the hostility aroused becomes exceedingly bitter and the most unscrupulous methods are resorted to for the purpose of discrediting the bureau's reports. Their purport is misrepresented, their meaning is distorted, and even the integrity of those responsible for them is assailed.—John Hyde, Statistician Dept. of Agri.

*Made Fictitious Returns.*

BY AN IDLER.

The pause was becoming embarrassing; but the receiver, having carefully flecked a cigar ash from the sleeve of his office-coat, finally looked up again.

"Young man," said he, "that is rather an impertinent question, and I ought not to answer it. However, I suppose you meant no harm.

"Yes, I *have* made fictitious returns, but I did it only once. Once was enough for me, my son; once was enough.

"Not that I intended to do anything dishonest. Don't you think that for a minute, but the effect was just as bad as tho I had.

"You see, it was like this," went on the receiver, warming to his subject, as he always did when talking of old times. "I hadn't been in business many years, and whenever I lost a steady shipper, as of course I did occasionally, I felt it pretty keenly. Well, now, you can picture my dismay at receiving a letter one day from the best shipper I had on my list—Lord, it makes me feel old to think of it! It must have been twenty years since he passed through the door of the great clearing house"—and the receiver sat musing for the space of thirty seconds, while the stenographer ceased her clicking in order to catch the low-toned words.

"Where was I at? O, yes! speaking of a letter from old Hodges. Well, he wanted—what do you think?—account sale and check made out at 58c. for a car of barley that had brought 56c., and he said I could take it out on the next shipment. I let the matter lie over for a day; then I wrote him saying that it was an unusual request and contrary to my established rule, and asked for an explanation of his purpose. What do you think he replied? Can't guess, eh? Well, it seems he had had some words with another dealer at the same station—a cross-grained old cuss named Vine, about the value of the barley in that car, and he had bet \$5 that it would bring at least 57c. on the Chicago market. Now of course he didn't mind the loss of \$5, but he did 'hate like pizen,' as he said, to have that man Vine crowing over him; so he wanted the deal fixed up as he requested. I was given to understand that if I didn't send the account sale at 58c. I needn't look for any more of his business.

"Well, to cut it short, I did what he wanted, and I thought that the end of it, but it wasn't.

"Hodges' rival had taken pains to get posted on the market for several days prior to and after the arrival of that car, and he refused to accept the evidence of the account sale, having a suspicion of the game that had been put up on him. He demanded his \$5 on the bet, and when Hodges, as a matter

of course, refused to pay, he started suit in the local justice shop.

"Hodges might have set up the plea that it was a gambling transaction and had the case nolle, but he was game, and you can imagine my trepidation when I was subpoenaed as a witness and served with a notice to bring my books along. Luckily, some premonition of possible trouble had impelled me to write in pencil the entries showing my charge to the buyer, and I corrected them in ink to the basis of 58c. Then I explained the matter to the buyer, whom I was relieved to find took it as a joke, and I secured confirmation of my figures in writing from him. After that, of course, it was easy to secure a verdict for Hodges, and the case did nothing more than furnish entertainment for a rural community; but I had perjured myself by swearing to false figures, and it was a salutary lesson of what might have resulted under less favorable circumstances. Tho similar requests have come to me from time to time since, I have invariably refused them. Strict honesty in all things, young man, is not only the *best* policy, it is the *only* policy.

"Going? Well, drop in again."

*Plan of Bokhof & Graham Bros. Elevator.*

Herewith are shown plans of a modern cribbed elevator recently erected at Durand, Ill., for Bokhof & Graham Bros., of Freeport, Ill. The elevator which originally occupied this site was burned last spring and in 45 days after the contract for the new house was let it was in full operation.

The power plant and brick chimney of the old plant was not damaged to any great extent, but nevertheless the owners decided to have a new high-speed engine installed.

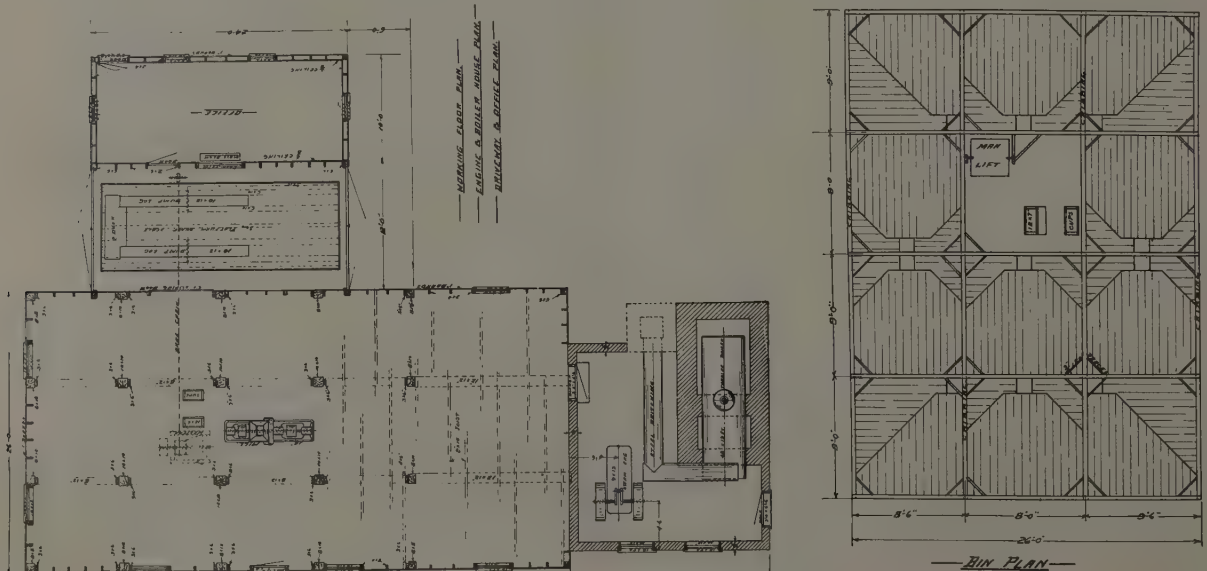
The elevator proper is 26 x 36 on the ground and 45 feet high to the top of bins. This building is surmounted by a cupola 18 x 26 x 24 feet high.

In the basement is located a No. 2 Western Sheller and in the cupola is located a No. 2 Western Shaker Cleaner, the cobs being spouted to the boiler room and the dust to a bin in one end of cupola.

The driveway is of the lean-to type, and contains a 22-foot 6-ton dump scale. The beam for this scale is located in the office which adjoins the driveway.

On the working floor is located a Monarch Attrition Mill. This elevator is fitted with one elevator leg having 12 x 7 in. cups. The loading spout is 8 in. well casing, which is fitted with an 8 in. flexible spout.

This elevator was designed and built by the Burrell Engineering & Construction Co.



Plans of Work Floor, Engine House, Office and Bins of Bokhof & Graham Bros. Elevator at Durand, Ill



## Musings on the Trials of a Salesman.

BY SPECTATOR.

The Veteran, as he rambled idly through the large trading room, or rather that portion devoted to the sample-grain trade, could not help but feel a pity for the salesmen and their assistants, for memory ran back to a time when he, too, was of that bustling, anxious throng—back to the day when the old man called him on the carpet for allowing Jenkins—the tricky scoundrel—to beat him half a cent in the price of grade wheat. It was unfairly done, a case where “things are not what they seem,” and he chafed under the unmerited rebuke; but then, ah, well, what use to let the spark of wrath kindle into fire again! The old man had been roused by an angry letter from the country, and he had apologized handsomely when the facts of Jenkins’ subterfuge came out.

What days of trial those had been, however. “Trouble, trouble, boil and bubble!” How aptly the cry of the witches described them! The salesman’s life was one perpetual stew, a mixture of all the elements of annoyance. When the market was brisk and advancing he had to struggle to keep up with the others in forcing buyers to pay more and more—always a fraction more—fearful lest Jenkins’ or Sullivan or Timlin should distance him by a quarter of a cent. Then when receipts were heavy and prices slumped and buyers sniffed the air disdainfully, doing nothing more than to putter around, what weary hours passed, what sleepless nights there were and how shippers seemed possessed to market grain that should have come in long ago!

Yes, the present generation little knows the struggles of the old days; but yet they have it hard enough, and the Veteran is glad to take his ease, not wholly as a “has-been,” but as one who can now direct the labors of the younger men.

“They think they can manage well enough without the ‘old boys,’ and maybe we are sometimes in the way, but they can have their turn by and by. There are times when our experience has been known to save some bad mistakes in the office, and we can still go out in the country and win back the business of an old customer when he gets dissatisfied. I no-

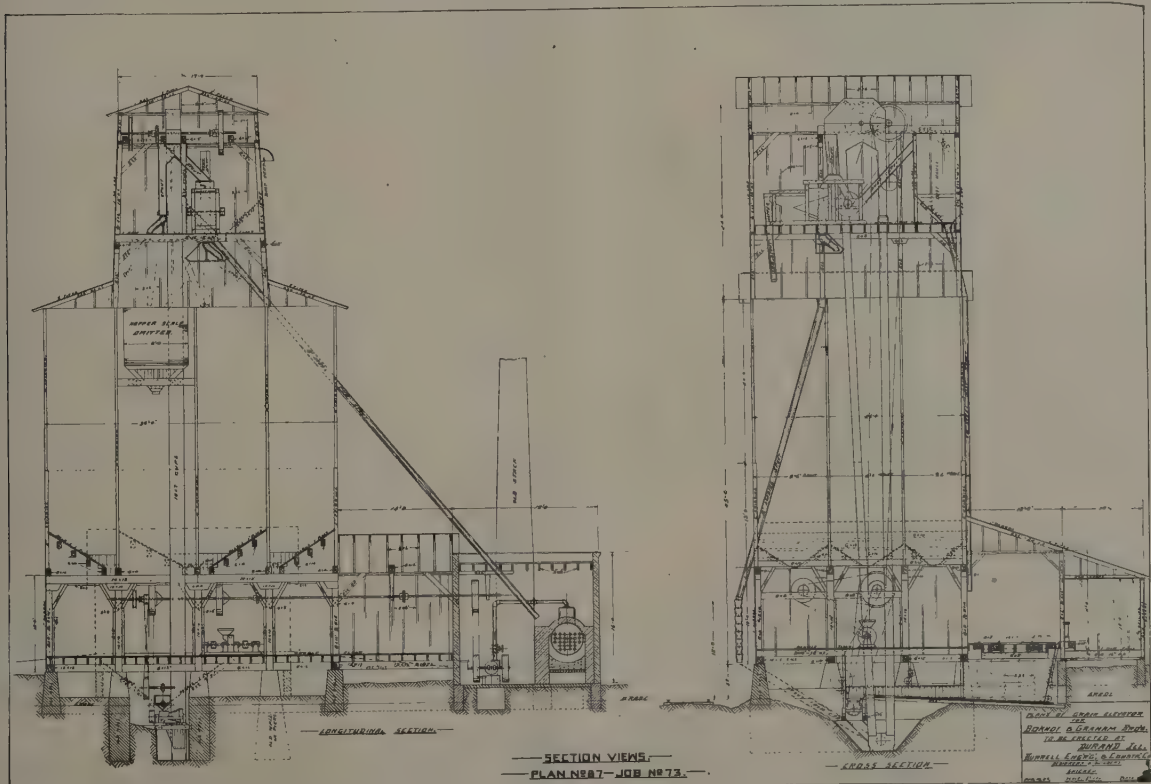
ticed Harry was pretty subdued for a while, after he lost Jim Stephens’ trade, through the sharp reply he made to a complaint, and had to ask me to see what I could do.

“There’s Preston, now, a good boy, like Harry, and full of life. I can see the strain is telling on him. As I saw him dickering with Moore, the miller, over that No. 3 wheat, I couldn’t help but notice that the crow’s-feet are gathering under his eyes. It’s a pity our shippers can’t realize what hard, conscientious work he puts in for them. If he is my nephew, I will say that there isn’t a better wheat salesman on the floor. And it did make me mad to read that letter from Griggs & Keatcham kicking about the sale of their measly chicken-feed. But it wouldn’t do to let on to Harry, for he was too hot under the collar. I just had to soothe things down, but I guess I gave those scalawags to understand that they had no cause for complaint.

“Yes, they’re good boys, and perhaps I ought to give them more of my interest in the business—just for a sort of a New Year’s present. By George, January 1st is ‘most here now, and I’d better be looking over my assets to see what I’ve got to give. Yes, I think I’ll make it a quarter interest apiece. They haven’t had to work as hard as I have, but they deserve it.”

Thus the Veteran, whom men call “hard,” gave a glimpse into his thoughts, a part of which is given as he told it, but of much only the substance can be remembered.

During recent years a large part of the rice consumed in the islands has been imported, principally from Saigon and Rangoon, whereas it was formerly produced in the Philippines in export quantities. Investigation has led to the conclusion that the present duty on rice is too low to afford adequate protection to the Philippine rice grower, against the competition of cheap oriental labor in the countries from which it is imported. With a view to a protective tariff that will tend to revive home production, it is recommended that the duty on rice be doubled, and that a rate one-third higher than the present duty be placed on rice flour.—Report of Philippine Commission to Secretary of War.

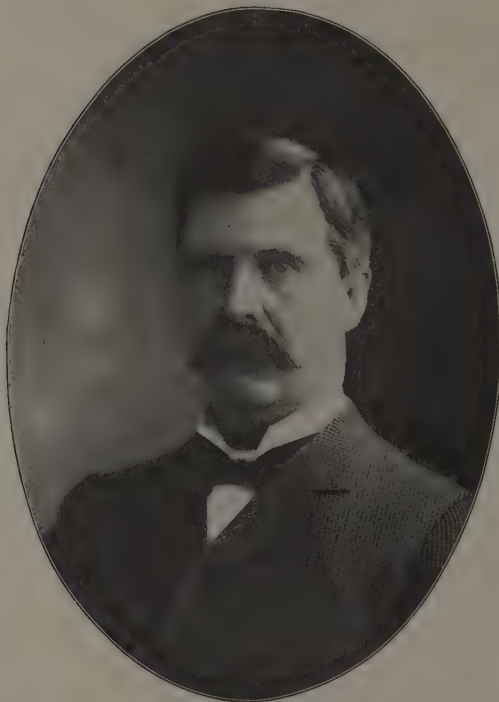


Longitudinal and Cross Section Plans of Bokhof & Graham Bros. Elevator at Durand, Ill.

*L. N. Loomis.*

L. N. Loomis, who has been well known in the Northwest as the operator of lines of country elevators, has disposed of his country business to devote his entire time to the grain commission business at Minneapolis, where he has resided since 1902.

Mr. Loomis has but a large interest in the company until recently known as the Way-Johnson-Lee Co., and will succeed Thos. A. Way as president, the name of the company being changed to the Loomis-Johnson-Lee Co., and its capital stock increased to \$150,000.



L. N. Loomis, Minneapolis, Minn.

A brief sketch of Mr. Loomis' career is interesting as exhibiting the characteristics of success of the men who "do things" in the opening up of a new country. He has also served the public in various capacities with credit. In 1881 he located in the Jim River Valley of South Dakota, and engaged in the real estate and loan business in Miner County, moving to Alpena, Jerauld County, in the fall of 1883, where he followed the same line of business. He was elected register of deeds, serving four years, and in the fall of 1888 established the Bank of Alpena, which he owned and conducted until 1902. He first engaged in the grain business in 1889, and for the past 14 years has operated a line of county elevators in South Dakota and Minnesota. During the four years prior to his removal to Minneapolis he served as state senator from Jerauld County, South Dakota. A portrait of Mr. Loomis is given herewith.

At present there is absolutely no basis other than fraud for the so-called long-range forecasts. With this class of forecasters may be placed those who go through the country endeavoring to sell gold bricks and other fakes, and those who from time to time predict the end of the world on a certain date. It is 'raining' or 'fair' in some parts of the United States every day. It is thus easy to say, six months in advance, that it will 'storm' on a certain day; but it is another matter to predict, for example, on Jan. 1 that certain weather will prevail at Albany on July 10, says the Country Gentleman, which offers a prize of \$500 for a correct prophecy of the weather for the city of Albany for any month selected by the prophet six months in advance.

*Bids Were Refused.*

BY A. T. FERRIS.

"Hello," said the station agent, as the shipping bill was presented to him for signature, "Isn't Lakeport a little out of your way? How do you happen to be sending your stuff there?"

"Well," replied the grain dealer, "prices up that way are pretty stiff just now, and I calculate to get more than I have been realizing at Chicago; but the fact is, I want to do business with the people whose name you see there."

"You know John, my wife's brother, got a mighty fine crop of corn off his place this year. Well, he takes a weekly paper published at Lakeport which quotes the markets there, and, seeing the claim they made that corn was selling at a premium over Chicago prices, he made up his mind that we ought to try that market. Of course, he always ships through me, and I let him have about all there is in it, seeing that it's all in the family. I would have got a quotation from Lakeport for him, if he wanted it; but I was over to Beulah at the time; so what did he do but fill a shot-bag full of his corn and send it to Dash & Co., with a letter asking them what they could get for it."

"I didn't know anything about it until last Tuesday, when John came into my office as mad as hops over the reply he'd received. 'What's the matter?' said I. 'Why, the derned fools,' said he, 'won't give me a quotation on my corn.' 'What derned fools?' I asked. 'Blank & Co., up there at Lakeport,' he shouted back, in that testy way he has when he's riled—'Here, read it yourself."

"Well, I didn't see anything to get mad about. They had written him a nice polite letter asking whether he was in the grain business. If so they would quote him prices right along, but if not they would recommend him to sell to the regular dealers at his station, saying they felt sure that on the average he would not find that it paid him to take the risks of shipping, and more of that order. They wound up by telling him that their business was limited to handling shipments made by elevator men, whom they believed were compelled by close competition, now-a-days, to buy on as narrow margins as they could afford."

"They sure had hurt John's feelings," resumed the dealer, after chuckling for a moment over the recollection of it; "but I fixed it up all right by writing to them and explaining the circumstances. They sent a bid, by return mail, for a carload of the corn 'to arrive,' which we accepted, and we're going to shell the corn and ship it the first of the week. This is some of my own that I'm sending on consignment. I told Blank & Co. that a firm who were careful not to quote anyone but a regular dealer was the kind of a concern that I wanted to do business with, and I'm going to give them what I can turn their way in future."

"Say, can't you have No. 26 hook onto this car? I want to get it on the market Monday if I can."

Millers are not prevented by laws now in force from grinding Canadian wheat and exporting the product. The government refunds the duty of 25 cents per bu. when the flour is exported, less 1 per cent. Millers are not anxious to do this, as the profits competing with Canadian or English millers are not extravagant. Millers desire a special privilege denied to other manufacturers, to get possession of the Canadian wheat without paying duty in advance, with the option of selling part of the flour or by-products at home or abroad, paying the duty only on such product as goes into domestic consumption.

If some explorer in meteorology and astronomy should discover some fundamental law hitherto unknown whereby he could accurately calculate the time of arrival, the force and pathway of all storms for weeks and months in advance, and could warn the people of future floods or drouths in defined localities, he would at once rank as the greatest scientist in the world. And then if he would reveal the secret of his discovery for the benefit of future generations he would be honored as the greatest of philanthropists as well as the wisest of mankind. But alas, up to date this great man has not arrived, and as yet we have not even a postal card notification of his coming.—John R. Sage in Wallace's Farmer.



## John B. Daish on the Transportation Situation.

Mr. John B. Daish, general counsel for the National Hay Association and president of the American Shippers Asso'n., was in Chicago last week, enroute to the Pacific Coast where he will study transportation conditions in that section.

A Journal reporter asked the present status of the uniform bill of lading controversy.

"Well," said Mr. Daish, "it is just this. At the conference of December 13th, in Washington, it was agreed by the Interstate Commerce, Mr. Firth representing the carriers, and the shipping interests, that in order to give more time for consideration the new bill of lading should not be in force until April 1st, 1905. Meantime the old forms, that is forms provided in Official Classification No. 25, effective January 1, 1904, are to be used. Where shippers have printed the new form and desire to use them they may do so. The same practice which has prevailed in the past is to continue at least until April 1st, 1905."

Is there anything of importance in this date?

"Certainly. When we were here in Chicago Judge Clements suggested that it might be desirable not to enforce the new document until say February first or fifteenth; that this would give ample time for hearings and argument. The carriers, however, appreciating that the bill of lading agitation was the direct cause of renewed activity for the amendment of the Interstate Commerce Act, have tried to silence both movements by postponing the bill of lading matter until Congress shall have adjourned.

"The bill of lading movement, as conducted by the American Shippers Association, is the most important which this country has seen in a decade; it has overshadowed all other issues and in no more forcible way has there been presented to the public the necessity for the amendment of the Interstate Commerce Law."

What are the prospects of the amendment of the law this short session?

"Excellent. It is believed in Washington that the President means what he said in his message. The commercial organizations are moving systematically and with great force; shippers are determined to have an effective law. Of course, some of the carriers are trying to block legislation, but the better class are appreciating the necessity for a better law and are willing to see a good act on the Federal Statute books.

"The country, if I may judge from the talk with numerous interests, are in favor of the Hearst bill, or at least a bill which will create an Interstate Commerce Court, to which appeals from the Commission will lie. The proposition for a Joint Commission, of the Senate and House, to consider is all folly; this is for delay purely. For five years the respective committees have had hearings. The public know what it wants; the carriers know what is wanted; and Congress knows the situation. In the language of the day, 'It is up to them' to act."

An Argentine telegram recently received and translated literally read, "Damage by black rust nominal, 7½ per cent; caused by Mr. English, American traveler now here."



### Aerial Grain Carrier.

The mountainous country of the Great West presents problems in transportation in the solution of which engineers have resorted to novel methods, one of the most interesting installations being the wire-rope grain carrier illustrated in the engravings herewith.

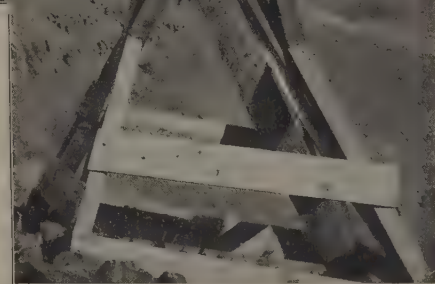
Farmers near Wawawai, Whitman Co., Wash., have had to haul their grain 15 to 25 miles over a rough, rolling country to the nearest railroad station, while close by passed the steamers on the Snake River, from which they were barred by the impossibility of descending the bluffs, nearly 2,000 feet high.

The grain "tramway," so called, has solved their difficulty in a very happy manner, adding several cents per sack to the value of the crop. While similar tramways are in use to carry ore from the mine shaft to the stamp mills in different parts of the world, the tramway at Wawawai is believed to be the only aerial carrier in the world devoted to grain.

Two large warehouses were built, one at the top of the bluff and the other at the bank of the river, the upper warehouse being 1,700 feet above the level of the stream and 5,150 feet from the lower warehouse. Between the two operates the carrier, consisting of a strong steel wire cable nearly two miles long, running over supports spaced apart according to the topography of the route. The supports are strongly built of timbers, X-shape, each carrying two lubricated iron sheaves. The hangers supporting the buckets are securely clamped to the endless wire cable with which they move. One side of the cable going down is always loaded, the weight of the grain sacks being sufficient to move the line and return the empty buckets. The speed is regulated by a brake at the upper end gripping a smooth pulley on the same shaft with a cast-iron wheel 8 feet in diameter, furnished with a patent ratchet grip thru which the cable passes. The 128 carrier buckets are kept 80 feet apart and will handle 200 tons of grain per day.

Rice amounting to 4,470,907 lbs. was exported during the ten months prior to Nov. 1, compared with 770,820 lbs. during the corresponding months of the previous season, as reported by O. P. Austin, chief of the Bureau of Statistics.

Interior movement of corn is getting to be on a large scale, and this is most encouraging, taken in connection with the assurances of an increasing demand in Europe. Stocks of corn are small everywhere abroad.—Baltimore Produce Report.

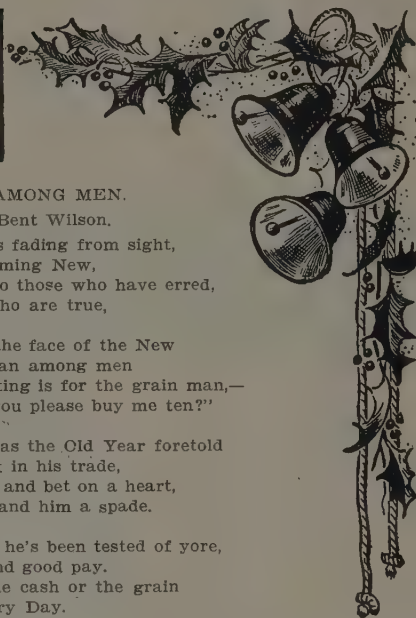


Courtesy Technical World.



Courtesy Popular Mechanics.  
Conveying Wheat Down the Mountain at Wawawai, Wash.

## Letters From Dealers



### THE MAN AMONG MEN.

By Lewis Bent Wilson.

As the hoary Old Year is fading from sight,  
He welcomes the in-coming New,  
He whispers a warning to those who have erred,  
A greeting for those who are true,

Me thinks I can see on the face of the New  
As he looks for The Man among men  
The bright smile of greeting is for the grain man,—  
Who is saying: "Will you please buy me ten?"

The New Year will find as the Old Year foretold  
The Grain Dealer brisk in his trade,  
He may make a mistake and bet on a heart,  
But he "digs" if you hand him a spade.

He's a man of his word; he's been tested of yore,  
A champion of right and good pay.  
He is ever there with the cash or the grain  
At the dawn of Delivery Day.

May Christmas cheer be his all the year,  
And a bird and a bottle today.  
May mistletoe boughs hang over his head,  
He's the Man among men. Hurray!

### PRESENTS—A REAL ABUSE.

*Grain Dealers Journal:* Following the adoption of drastic commission and interest rules by some of the leading exchanges of the country, which are designed to prohibit any concession or practice that tends to lower brokerage charges, it wud be of interest to see a test case brot involving the distribution of "presents" of various kinds which is now so extensively carried on by some of the large receiving houses. These range from substantial gifts, including railroad tickets, to such picayunes as "grain calculators, rulers, match safes, pocket-books," etc., to which allusion was made in the Journal lately, if not the law, of the rules mentioned.

There is no good reason, in fact, why merchantable articles of any kind shud be used in the grain trade as leaders for business, and if the houses that make free use of them care to compute the actual gain which can be traced to this gratuitous distribution, they will find that it is not very much. To the writer's exact knowledge this form of petty bribery has been followed by one firm to such an extent that its legitimate profits have been very largely reduced; but it has now gotten in so deep that it cannot pull itself out of the hole without offending many of its shippers, which it fears to do. This is a real abuse and a remedy shud be provided for it.—J. M. Johns.

### WHY DISCOUNTS ON SHRUNKEN WHEAT ARE HEAVY.

*Grain Dealers Journal:*—The statement of a large Minneapolis miller that the first million barrels of flour to be manufactured this season took about 300,000 bu. of wheat more than for the same purpose last year is suggestive as an indication of the reason why the thin wheat offering from so many localities of the Northwest cannot be disposed of except at a heavy discount, and many a shipper who has felt that he has not been treated

right may find in this fact the true explanation of his losses.

Millers cannot be expected to pay high prices for grain that is deficient in flour-making qualities, and the mere difference in weight does not show the difference to them in this respect; for the outer and inner wrappings of the kernel of shrunken or blighted wheat form a much greater percentage of the entire body of it than does the covering of the well-filled kernel. Only a small part of the thin wheat, therefore, goes to the making of white flour; the remainder is only available for the by-products.

There are few dealers now who have not adjusted their purchases to the proper relative basis, but letters received from some of them indicate that they feel aggrieved over the heavy discounts. By reflecting upon the facts alluded to above, however, they will see that they have not taken quite the right view of the matter. —J. P. Travis.

### TOO MUCH IDLE COMPLAINT.

*Grain Dealers Journal:*—Without discussing the value of the recommendations made by the Weights & Measures Committee of the Peoria Board of Trade in its recent letter to the Freight Dept's of the various R. R.'s entering that city, I wish to say that the method which they have adopted deserves naught but unqualified praise, and it is to be regretted that more of our exchanges have not taken up similar matters in the same spirit with the R. R. Co's. There is far too much idle complaint and recrimination and too little effort to secure the co-operation of railway officials in remedying alleged defects or abuses found to exist in the transportation service.

Where the R. R.'s deliberately enter upon an arbitrary and unjust policy and will not listen to reason, as in the case of the uniform bill of lading which they attempted to foist upon the shippers of this

country, it is proper to vigorously contest their action—in fact, that is the only thing to do; but ordinarily much can be accomplished by simply laying the matter before them in the right spirit and asking the responsible officials if they will not do thus and so. In the majority of cases, where they have not been made resentful by premature criticism, they will be glad to comply, as far as they individually can, with the wishes of their shippers. There are many of the Journal's readers who can, no doubt, endorse this from their own experience.—Traffic Manager.

### WHY DO INFERIOR MACHINES WIN?

*Grain Dealers Journal:* It is truly amazing what brazen brag and unsupported claims will do when it comes to selling machinery to men who have no practical conception of the possibilities of different machines. I saw a 15 h. p. gasoline engine sold and accepted recently when the work to be done demanded 20 h. p. much of the time, and the lowest bid captured the order because the salesman was able to place a "20 h. p." plate on the 15 h. p. engine.

Many persons identified with the grain trade know of the millions wasted in experiments in drying grain and yet occasionally we find owners of large plants and more frequently owners of small plants paying for expensive toys because the anxious salesman assured them it wud do the work. Just compare the facts in the following parallel:

SIZE OF STEAM COILS.	
Hess drier.	The other drier.
8,700 ft. 1 in. pipe.	1,000 ft. 1 in. pipe.
FAN EQUIPMENT.	
Two 90-in. fans.	One 50-in. fan.
AIR DELIVERY OF FANS PER MINUTE.	
35,000 cu. ft.	5,650 cu. ft.
DRYING CAPACITY GUARANTEED (10 hrs.).	
5,000 bus.	5,000 bus.
DRYING CAPACITY DEVELOPED.	
5,000 bus. upward.	1,250 bus.
PRICE OF DRIER.	
\$8,400.	\$2,500.
COST OF INSTALLING AND HOUSING.	
\$2,200.	\$2,000.
TOTAL COST.	
\$10,600.	\$4,500.
ACTUAL VALUE OF DRIER ON BASIS OF RESULTS.	
\$10,600.	\$1,125.

The cheaper drier was actually sold, erected and guaranteed to be of equal capacity. Compare the facts and draw your own conclusion.

Was the buyer asleep or blind? How cud he believe the statements of both?—F. R. Mason.

### BANKRUPTCY LAWS ENCOURAGE WILD SPECULATION.

*Grain Dealers Journal:*—In line with the case of Karger Bros. of Milwaukee I wud call attention to another matter which has some points of similarity:

There is a deal of laxity in the enforcement of the primary requirements of the bankruptcy laws, which were intended to relieve unfortunate debtors from the burden of liabilities which they were utterly unable to meet, but not to provide a means for loose or dishonest trading, undertaken with the object of making a "strike" if possible, or, in the event of failure, of making a "plant" and compromising with or defrauding creditors.

This evil, which has been heavily scored, of late, by some of our most prominent judges and bankruptcy referees,



has been especially flagrant in the case of members of grain and stock exchanges, where companies reputed to do a commission business have carried on extensive speculative operations, suffered a temporary eclipse, and bobbed up serenely a little later on relieved of their just obligations.

How often do we hear that the individual partners have been disciplined by the exchanges or disqualified in any way from carrying on their loose or illicit practices? It may be argued that they have evaded the penalties of the law, which has, in fact, tempered the wind to them as to shorn lambs; but is that any acceptable excuse for neglect of duty on the part of these associations, one of whose objects is to maintain strict integrity in trade? It certainly is not; and, furthermore, they should go farther than this and strive to secure either better bankruptcy laws or more discriminating procedure on the part of the courts.—J. B. Forth.

## Supply Trade

The J. Thompson & Sons Mfg. Co., of Beloit, Wis., manufacturers of gasoline engines, suffered \$75,000 loss Dec. 20 by the burning of their plow works.

The Columbus Machine Co., of Columbus, O., manufacturer of gasoline engines, has established a branch house at Kansas City, Mo., with Geo. W. Stewart as manager.

H. D. Cummings & Co., of Chicago, Ill., have been appointed sole agents of the Millers Mutual Fire Insurance Co., of Alton, Ill., which writes grain and elevator business.

Jeffrey Pulverizing Machinery forms the contents of catalog No. 30, just issued by the Jeffrey Mfg. Co., of Columbus, O., copies of which will be sent to Journal readers for the asking.

The Allis-Chalmers Co., of Chicago, Ill., has recently made another strong addition to its staff in the person of O. A. Stranahan, whose experience has been entirely with the Westinghouse companies.

The Froggatt Scale Co. has been incorporated at Chicago, Ill., by Geo. H. Froggatt, Hiram A. Haines and S. K. Challman, to manufacture the Froggatt Rotary Sack Scale for sacking grain, also hopper and wagon and railroad track scales.

If advertising could be done by simply attracting public notice one time, it would not be necessary for railroads to keep up the board "Beware of the Cars." They would put it up until all the neighborhood had seen it, and then take it down. People forget.—Hon. Lafe Young.

The N. P. Bowsher Co., South Bend, Ind., has added a new powerful punching press and shear to the machine shop equipment. Improvements like this are being added from time to time to the Bowsher works to keep their equipment up-to-date and maintain the high grade of product turned out.

The Richardson Scale Co., of New York, N. Y., is installing one of its automatic scales for D. I. Bushnell & Co., of St. Louis, to weigh grain and seeds. The 2-bu. automatic scale for which the Rich-

ardson Scale Co. received the gold medal at the St. Louis Exposition has been sold to the Brand-Dunwoody Milling Co., of Joplin, Mo.

## Re-enforced Concrete Grain Bins.

Re-enforced concrete for grain bins is evidently here to stay. The few examples of this style of elevator construction now in use have given not only the builders, but the users, such perfect satisfaction, both as to price, efficiency and durability that there is scarcely any argument left now for construction of these buildings in inflammable materials.

We are pleased to illustrate herewith one of the latest storage plants erected in this material for the Lytle-Stoppenbach Co., at Jefferson Junction, Wis. The bins are 28 feet, inside diameter, and 78 feet high, cylindrical in shape, and hold approximately 100,000 bushels of grain. They are built adjacent to a receiving elevator building of the old style, from which all grain is received by means of a screw conveyor, traversing the upper

story of the concrete tanks, immediately under the ridge of the roof, and to which all grain is delivered by similar means through a tunnel in the basement.

The walls of the tanks are 8 in. thick, and are united at the points of contact so as to make the whole structure one monolithic piece. They are re-enforced with high carbon steel rods, both horizontally and vertically. The walls of the bins were built between two concentric cylindrical forms which were moved up from day to day as the concrete was deposited in them. The total time required above the foundation to the finish was just 30 days.

The roof, also of concrete, supported on re-enforced concrete girders, the ridge of which occupies the longitudinal center, pitching both ways to the sides, is covered with asbestos roofing.

The diagram herewith shows plan view of the three bins as constructed. The bottom of the bins is a flat concrete floor, forming the top of the foundation, and through which three steel spout openings are built for discharge of grain from each bin.

The Macdonald Engineering Co. was the engineer and contractor.



Reinforced Concrete Bins Erected at Jefferson Junction, Wis.



Plan View of Reenforced Concrete Bins.

## Asked— Answered

### DEFINITION OF WHEAT GRADES?

*Grain Dealers Journal:* I would like someone to explain what is understood by No. 1 wheat, No. 2 wheat, No. 3 wheat and No. 4 wheat?—C. M. Maple, Navina, Okla.

### WHY CARS FALL SHORT IN DECLINING MARKET?

*Grain Dealers Journal:* I would like to know from some of the good brothers of the Assn. thru the columns of the Journal, why it is always the case that cars of grain fall short to suit the drop in price.

I have been shipping now for 5 years, and find that cars always fall short enuf to make up the drop in the market from the time they are sold until the time they are unloaded, and then the car is reported in bad order and leaking.—John McClune, Carlton, Kan.

### DOES CALCIUM CHLORIDE RUST?

*Grain Dealers Journal:* Will some reader of the Journal please give me the following information regarding the use of calcium chloride to keep gasoline engine tank and jacket from freezing? Does the calcium chloride affect iron or steel? If you mix 5 pounds to a gallon of water, isn't it too thick to circulate?

If my tank contains 100 gallons of water should I add 500 pounds of calcium chloride, and if so, how much water would it displace?

Owing to the heat the water is bound to evaporate a little anyway. Is it necessary, then, to add more calcium or just the water to fill up. Yours truly, C. L. S.

### CONTRACT EXTENDED—PEN- ALTY.

*Grain Dealers Journal:* If X sells Y 20,000 bus. of wheat at 80 cents basis seller's track for October shipment and X does not get all of the wheat out by Nov. 1 and the bids seller's track are 2 cents lower, can Y make X pay  $1\frac{1}{2}$  to 2 cents per bus. for extending X's time, wheat going up 4 cents per bu. seller's track and X delivers the rest of the 20,000 bus. on the extended time? The wheat was worth 4 cents per bu. more at the time the extended part of the sale was made.

Is it right to pay Y  $1\frac{1}{2}$  to 2 cents to take it? Seller.

### IS SHIPPER LIABLE FOR LOSS ON CARLOAD?

*Grain Dealers Journal:* Referring to A. and B. regarding error in reporting amount of wheat due on sale, in reply I would say that it is very evident from results that neither A. nor B. handle their business in a very systematic manner. It is our opinion that notwithstanding the fact that A., whose system it is apparent, is very crude, stated that he had one more car to be shipped, had B. known what he was doing no error could have occurred. There was no sale of an additional car as far as we can see through the question, hence B. had no right to presume on an error which he should have first investigated before assuming the responsibility of making fur-

ther sales on stuff to come from B. Therefore, it is the writer's opinion that B., if he has filled his original sale, owes A. nothing.—Yours, truly, Omaha Elevator Company, A. H. Bewsher, Sec'y, Omaha, Neb.

*Grain Dealers Journal:* After careful consideration of the matter I am of the opinion that B. owes A. a minimum car load of wheat, or should pay him the market difference on the same.—Samuel Walton, Pittsburg, Pa.

*Grain Dealers Journal:* It seems that B. made a mistake when informing A. that he (B.), still owed one more car to be shipped on contract, and that he would ship the same promptly, which he failed to do. B., therefore, made the blunder which caused the loss, consequently he (B.) is responsible for said loss. The technicalities of the grain trade have no bearing on the case. It is one of simple common law. The one who makes the mistake should pay the penalty, and all losses that are caused by the original mistake or blunder.—W. W. Granger, Cincinnati, O.

*Grain Dealers Journal:* We wish to state that technically B. is stuck for the  $\frac{1}{2}$ c per bu. extra storage and under the strict and rigid construction of the contract would be obliged to pay the same. As a matter of equity, however, and fairness to both parties, we should say that the additional  $\frac{1}{2}$ c storage should not be charged, or at least not the entire amount thereof. Commercially, if we had a customer with whom we were trading, we would, under the conditions stated, not exact the  $\frac{1}{2}$ c penalty.

We infer that the market went up and the seller felt obliged to construe the contract rigidly and insist on his full pound of flesh. If such be the case and more or less feeling has been engendered in the matter, we would suggest that the best way out of the difficulty would be to divide the  $\frac{1}{2}$ c which is in contention and make the storage  $\frac{1}{4}$ c instead of  $\frac{1}{2}$ c. This would be the short and practical way out of the matter and possibly preserve good feeling and business relations between the parties to the contract.—Chas. S. Bash, Ft. Wayne, Ind.

## Primary Receipts.

Receipts of winter and spring wheat since July 1 and prior to Dec. 23 have been 139,593,000 bus.; compared with 144,831,491 bus. for the corresponding period of the preceding year.

Corn receipts at primary markets for the present crop year prior to Dec. 23 have been 81,053,666 bus., against 76,310,190 bus. for the corresponding period a year ago.

## The 1905 Calendar Crop.

If early indications are to be relied upon the 1905 calendar crop will be the largest and handsomest ever gathered. In fact the first sample to be received at this office is one of the finest that has ever reached us. It bears the name of J. L. Clift, Louisville, Ky.

A pocket calendar and diary with mottled green leather covers comes from the Mill Owners Mutual Fire Insurance Co., of Des Moines, Ia.

Roanoke, Ill., Dec. 14.—Good crops here. Free movement of corn, which is now excellent in quality.—N. R. Moore.

Aurora, Ind., Dec. 19.—We are offered more wheat here at home than we can sell flour at a profit.—The Star Milling Co.

## Crop Reports

Winnipeg, Man., Dec. 12.—The wheat situation in Manitoba and Northwest Territories on Dec. 10 was as follows: Estimated yield, 59,857,190 bus. Inspected to date, 22,200,000 bus. In store at country points, 8,500,000 bus.; in transit not inspected, 490,000 bus.; total marketed, 31,190,000 bus.; allow for seed 8,000,000 bus., allow for country mills 7,000,000 bus., balance to market 13,667,190.—Frank O. Fowler, secy. Northwest Grain Dealers Assn.

Lerna, Ill., Dec. 7.—Our corn crop was not as good as expected by about 20 bus. per acre, and the quality was not much better. The farmers have sold freely, and there is not much left for future selling. Oats are all gone to market, only barely enough left for spring seeding. Wheat, none of it raised here, or none sown this season.—J. H. Snowden.

Des Moines, Ia., Dec. 13.—The production of the leading staples for the past year in Iowa is: Corn 323,853,330 bus., wheat 8,097,430 bus., oats 118,435,570 bus., rye 1,517,090 bus., barley 12,317,710 bus., flax 591,140 bus., hay, tame, 4,499,000 tons, hay, wild, 1,091,590 tons.—J. R. Sage, Director of the Iowa Crop Service Bureau.

Lansing, Mich., Dec. 10.—The condition of wheat, as compared with an average, is 33 in the State. Wheat made a fine growth during the fall and is in fairly good condition for winter. It has been too dry for the crop, but it is doubtful if any material damage has been done. The total number of bushels of wheat reported marketed in the four months, August-November, is 544,596, which is 1,492,549 bushels less than reported marketed in the same months last year. The condition of rye is 91 in the State.—Fred M. Warner, secy. of state.

Minneapolis, Minn., Dec. 20.—Without desiring to say anything which would influence the market one way or the other, it may be predicted with reasonable confidence that the Red River valley wheat crop of 1905 will show considerable rust. This is because a strong infection of the straw and stubble has been brought about during the season of 1904 and the rust fungus has shown some particularly virulent qualities. A fortunate climatic condition would tend to reduce the damage, but sufficient moisture for the favorable development of the wheat plant is also favorable to rust. The probabilities for a clean, unruined crop do not seem bright. An advantage to next year's crop will be gained by the careful selection of seed wheat if possible, from fields where rust was prevalent, provided that the seed should be of full weight and high grade.—Prof. Conway MacMillan.

Mapes, N. D., Dec. 16.—Wheat in this locality is of a poor quality, generally No. 2 or lower. Barley was a fair crop, but badly damaged by standing too long in the shock. Flax also was a fair yield, but was damaged by lying too long on the ground. The weather so far has been ideal. The car shortage is over. About 75 per cent of the crop is marketed.—H. C. Kornder.

West Liberty, O., Dec. 8.—Wheat looks simply awful. Old wheat about all sold. Very small amount of corn coming in. Plenty of hogs.—Baldwin & Elliott.

Strum, Wis., Dec. 15.—Grain is not coming in very fast, as we have no sleighing and the farmers seem to hold for higher prices.—T. M. Olson.

### GOVERNMENT REPORT.

Washington, D. C., Dec. 10.—The newly seeded area of winter wheat is about 31,155,000 acres, a decrease of 1.6 per cent from the area sown in the fall of 1903, as finally estimated. The condition of winter wheat on Dec. 1 was 82.9, compared with 86.6 in 1903, 99.7 in 1902, and a ten-year average of 92.1.

The newly seeded area of winter rye is provisionally estimated at 96.7 per cent of the area sown in the fall of 1903. The condition of winter rye on Dec. 1 was 90.5, compared with 92.7 on Dec. 1, 1903, 98.1 at the corresponding date in 1902, and 96.2, the mean of the December averages of the last ten years.—John Hyde, chief of Bureau of Statistics.



## Seeds

West Liberty, O., Dec. 8.—Very light clover seed crop.—Baldwin & Elliott.

Sales of clover seed for January shipment have been made by exporters.

North Fairfield, Me.—The J. V. Baylis Seed Co. has sold its seed farm for \$19,500.

London, Ont.—Darch & Hunter's seed store was burned recently. Loss \$10,000, covered by insurance.

Rogers Bros., seed dealers of Alpena, Mich., are now running their plant at full capacity, employing 110 to 115 persons.

Edward E. Evans has resigned as president and manager of the Evans Seed Co., wholesale growers of grass and other seeds, at West Branch, Mich.

Timothy seed amounting to 10,647,767 lbs. was exported during the ten months prior to Nov. 1; against 12,887,579 lbs. during the corresponding months of 1903.

Clover seed amounting to 5,591,727 lbs. was exported during the ten months prior to Nov. 1; compared with 10,474,828 lbs. for the corresponding months of the previous year.

Philippine imports of clover, flax and timothy seed for the twelve months prior to July 1, 1904, amounted to 560 lbs.; against 5,939 lbs. during the fiscal year preceding, as reported by the war department.

Exports of flaxseed amounted to 25,809 bus. during the ten months prior to Nov. 1; against 1,007,013 bus. during the corresponding months of the preceding year, as reported by O. P. Austin, chief of the Bureau of Statistics.

The sudden ending of the thus far heavy French offerings of clover seed (altho often predicted) came to many as a surprise; and in the search for other sources anxiety is noticeable that there may be a lack of sufficient seed.—Crumbaugh & Kuehn.

Grass seed, other than clover, flaxseed or timothy, to the value of \$182,838 was exported during the ten months prior to Nov. 1; against \$186,488 worth during the corresponding months of the previous year, as reported by O. P. Austin, chief of the Bureau of Statistics.

Clover seed receipts at Toledo, O., for the season ending Dec. 17 were 58,180 bags, compared with 80,600 bags for the corresponding period a year ago. Shipments for the season so far have been 17,300 bags, compared with 13,500 bags for last year. Receipts for the week have been 1,525 bags, against 1,980 bags a year ago. Shipments for the week have been 1,650, against 900 bags a year ago.

Seed receipts at Chicago for the week ending Dec. 17 were 1,743,295 lbs. timothy seed, 36,850 lbs. clover seed, 290,300 lbs. other grass seeds, and 50,850 bus. flaxseed; compared with 547,165 lbs. timothy seed; 123,300 lbs. clover seed, 568,000 lbs. other seeds, and 31,368 bus. flaxseed for the corresponding week a year ago. Shipments for the week have been 117,400 lbs. timothy seed, 59,300 lbs. clover seed, 137,800 lbs. other seeds, and 1,600 bus. flaxseed, compared with shipments of 143,200 lbs. timothy seed, 12,465 lbs. clover seed, 673,000 lbs. of other seeds, and 6,950 bus. flaxseed for the corresponding week of last year.

Stock of clover seed at Toledo always melts away after the holidays. Last January the decrease was 14,500 bags, against 18,600 two years ago, 11,000 three years ago, and 7,000 four years ago. February decrease last year was 21,000 bags, against 15,000 bags two years ago, and 14,000 three years ago. March decrease last year was 14,000 bags, against 31,000 two years ago, and 18,000 three years ago. April decrease past two years was 11,000 bags. Stock here now is about 45,000 bags, of which a third is prime. Some seed has been sold for January shipment and export from here and outside markets. January exports last year were 11,500 bags, against 20,600 two years ago and 9,500 three years ago. February exports are generally as large as the January, with smaller in March. Exports from New York last week were 7,445 bags, compared with 2,300 year ago. Baltimore is exporting some. Speculation continues limited. Fluctuations are slight. Prices have been too steady to arouse many bulls. They develop fast only on advancing markets. Some dealers predict nine-dollar seed. It would be easy if speculation was as active as a few years ago, but the short interest is limited and mostly hedges, which will be taken off when the cash seed is sold for shipment. Prices have been high and attracted most of the crop. The receipts are liable to be small until March, unless speculation should break out and cause a decided bulge. Domestic buyers must soon take hold.—C. A. King & Co.

## J. J. Fones Makes a Change.

Mr. J. J. Fones, whose portrait we publish herewith, is one of the most experienced and efficient grain men on the Chicago Board of Trade.

His experience in the grain business dates back to 1880, when, at the age of 19, he entered the country grain business, with his father, at Wall Lake, Ia. In 1881 his father retired from the business and it was continued under the firm name of Fones & Connor, dealers in grain, lumber and coal, operating a number of country stations in Iowa, with headquarters at Tama.

In 1890 Mr. Fones came to Chicago to handle the business of his country stations and to enter the employ of W. S. McCrea & Co. He continued with McCrea & Co. until 1900, when he took charge of the receiving business of Lasier & Hooper. One year later he discontinued his country grain business.

On Jan. 1st Mr. Fones will take charge of the general commission department of the Northern Grain Co., at Chicago. This department will be complete in all respects, both for the sale of property on the floor and the expeditious handling of details in the office. That this department has been placed in charge of so able and experienced a grain man insures patrons prompt and efficient handling of their business.

Professor W. M. Hays, of the Minnesota state experiment station, has been appointed assistant secy. of agriculture.



Gibson Art Galleries.

J. J. Fones, Chicago.

# Grain Trade News

## ARKANSAS.

Pine Bluff, Ark.—J. H. Hughe has sold his interest in J. A. Holmes Co.'s grain business to H. H. Bablon.

## CALIFORNIA.

Stockton, Cal.—Dickinson & Guernsey, dealers in grain and hay, have admitted T. A. Nelson to their firm, which is now Dickinson, Guernsey & Nelson.

Tulare, Cal.—The Tulare Grain & Milling Co. incorporated, \$25,000 capital stock, to engage in selling and buying grain. Directors: W. C. Percival, R. T. Priest, C. A. Nelson, R. Henrich, Joseph Le-Marche, F. Giannini and W. A. Higgins.

Marysville, Cal.—The United States Agricultural Department has leased a strip of land near Yuba City, in which will be planted every known variety of wheat, barley, oats and rye, to be subjected to every different condition of treatment, in order to ascertain the varieties of grain best adapted for growing in the Sacramento Valley, and thereby improve the quality which, in recent years, has deteriorated. The experiments will be conducted under the direct supervision of the agricultural department of the University of California, and are financially aided by the grain men of San Francisco.

## CANADA.

Ponoka, Alta.—The Alberta Grain Co. will build an eltr.

Ponoka, Alta.—Blain & McKelvie will build a warehouse.

Winnipeg, Man.—James Black has joined the firm of Bruce, McBean & Co.

Toronto, Ont.—Grain dealers and millers have failed to adopt the agreement on the purchase of wheat.

Peterboro, Ont.—The American Cereal Co. has shut down its mills on account of the recent advance in freight rates, it is said.

New Keewatin, Man.—The Keewatin Flour Mills Co. will build a mill of 5,000 bbls. capacity, planned by the Allis-Chalmers Co.

Sinnot, Man.—The Golden Gate Milling Co., Ltd., incorporated, \$15,000 capital stock. The company purposes building a mill and doing a general business in grain.

Winnipeg, Man.—Warehouse Commissioner Castle has furnished the Grain Exchange a statement of the cars arriving at the lake terminal eltrs. leaking. Most of the cars were leaking at grain doors.

Ottawa, Ont.—The Hon. Minister of Agriculture has given instructions for another distribution of samples of the most productive sorts of grain to Canadian farmers, for the improvement of seed.

Winnipeg, Man.—The Clearing House Assn. of the Grain Exchange at a recent meeting decided that for the future fluctuations in No. 3 northern and No. 4 wheat for May delivery be posted in the board.

Wolseley, N. W. T.—Ed. Styer, a wealthy and prosperous young farmer, was caught by Murray McBean in the act of stealing wheat from a C. P. R. car which had been sealed at the loading platform.

Fort William, Ont.—C. R. Hosmer, H. M. Holt and F. W. Thompson, directors and owners of the Ogilvie Flour Mills Co., have purchased the Kakabeka falls, and power to the extent of 30,000-h. p. will be developed for supplying power to the mill to be built by them, which is to have a capacity of 3,000 bbls. a day.

Regina, N. W. T.—The fourth annual convention of the Territorial Grain Growers Assn., Dec. 13, was largely attended. Resolutions were adopted against interference with the principles of the Manitoba Grain Act, demanding a meeting of the grain standards board to grade territorial wheat, and favoring the establishment of a sample market at Winnipeg.

Lucknow, Ont.—J. S. Meyer of Listowel has brought suit against the Lucknow Eltr. Co. to compel the transfer to him of certain shares in the company, and also against T. F. Cain and J. G. Murdoch, two directors of the company, to obtain an account of profits amounting to several thousands of dollars, which they are alleged to have received, tho no dividends have been paid to the stockholders.

Winnipeg, Man.—The Grain Exchange has adopted the following amendment to the by-laws: Should information, received by rumor or otherwise, cause the council to be of the opinion that any member or members of the exchange are violating the provisions of any by-law, rule or regulation of the exchange, the council shall have power and authority to cause the secretary to issue a tracing circular letter of inquiry to be addressed to any or all members of the exchange, and neglect or refusal on the part of any member to answer any proper question contained in such circular letter, within 14 days, shall be considered as contempt of a witness before said council, and subject such member to a charge under section 6 of by-law 5.

## CHICAGO.

Memberships in the Board of Trade are selling at \$3,200.

The Board of Trade directors voted to close Saturday and Monday, Dec. 24 and 26.

A large quantity of standard oats was taken on December contracts for shipment.

It is believed that W. S. Jackson will be nominated to succeed himself as president of the Board of Trade.

Some members have been objecting to being approached by settling clerks on the floor during business hours.

The project to build a new home for the Chicago Stock Exchange opposite the Board of Trade has been dropped.

The Peavey Eltr. Co. is equipping its eltrs. A and B at South Chicago with the automatic journal fire alarm system.

The employees of the Board of Trade weighing department held their annual banquet Dec. 17 at the Victoria Hotel.

Rumsey & Co. incorporated, \$50,000 capital stock, to do a brokerage and commission business. Incorporators: I. P. Rumsey, Frank M. Bunch, Henry A. Rumsey.

H. N. Sager, who is serving an unexpired term, will probably be re-elected for a 3-year term as director of the Board of Trade.

Robert H. Thorburn states that the action of the directors of the Board of Trade in expelling him was unfair because he was not present at the trial.

The Chicago Credit Men's Assn. is working to secure the enactment of a law which shall prevent retail dealers fraudulently disposing of their stock of merchandise in bulk.

As the Board of Trade has not bot memberships with the \$25 special assessment for this purpose some of those who contributed are circulating a petition for the refund of the money.

E. F. Rowland is charged by E. A. Moeller, a customer, with the embezzlement of \$270, placed for investment. Mr. Rowland states that the money was lost in the regular course of business.

Tom Thompson, mgr. of Finley Barrell & Co.'s office for the past 5 years, will retire Jan. 1, to spend the winter with his family in the south. Alfred Barrell will assume active management of the business.

The directors of the Board of Trade have reduced the fee for resampling grain from 35 to 30 cents a car, effective Jan. 1. The new department of grain sampling and seed inspection has a credit balance of \$4,000 after paying for the new furnishings.

Trading against alleged Milwaukee privileges in the Chicago pit and charging customers only one commission is technically a violation of the rules requiring two commissions to be collected, and is being investigated by the directors of the Board of Trade.

John B. Lyon, who has been active in the grain market since 1858, died Dec. 20 of heart disease, at the age of 75 years. He was for many years the largest shipper of grain in the west. He ran numerous corners, both successful and unsuccessful. In August, 1872, he ran the price of wheat up from \$1.25 to \$1.62 per bu. A considerable line of July wheat was closed out for his account the day before his death, his sickness having taken a serious turn a few days earlier. Mr. Lyon was largely interested in Mississippi real estate.

The state grain inspection department has been falling behind in the amount of fees collected, principally because the cars contain more grain than years ago. In November the grain inspection office received \$7,000 and paid out \$10,000; for October the receipts were \$8,000 and expenses over \$10,000. The monthly deficit has continued until the surplus of \$50,000 which the department has carried for many years, has been wiped out, and it has been found necessary to retrench. Accordingly 23 of the 87 employees of the office are to be discharged at the beginning of the new year.

The partnership between Corwin H. Spencer and U. R. Denniston has been dissolved. It was understood when the firm was formed 2 years ago that no speculating was to be done except by Mr. Spencer. Mr. Spencer says: "I have discovered that Mr. Denniston was speculating and have advised my friends to transfer their trades or close them out. The affairs will be wound up. Mr. Denniston promised not to speculate, but he has violated his agreement and lost a large sum of money. I do not care so much about the money as the betrayal of my confidence, as I trusted him implicitly."



The eltrs. have turned out considerable contract corn during December. The Harris, Scotten Co. has contributed about 20,000 bus. per day. The driers of the Armour Grain Co. have been turning out corn of very satisfactory quality. While so far during the month there has been no squeeze of December shorts, the operation of the driers has been profitable on corn for shipment east, as arrival can be guaranteed cool. The quality of this year's crop is such that good No. 3 corn can be dried slightly and raised to No. 2, the loss in weight being so small that the discount in buying the No. 3 need be only a few cents below No. 2.

A 225,000-bu. storage annex is being added to the Harvey Eltr. of H. W. Rogers & Bro., at Harvey, Ill. The storage consists of 10 circular tile tanks 24 feet in diameter and 63 feet high. The foundations are practically completed. Stephens & Tyler are the engineers. The tanks will be connected with the house below by a concrete tunnel and overhead with a steel belt gallery. Both of these are about 90 feet long. The steel belt gallery over the top of the tanks is 125 feet long and 24 feet wide. Fire-proof construction will be used throughout. The operating house is also being overhauled and placed in first-class shape. The total cost of the work will be \$50,000.

## ILLINOIS.

Bardolph, Ill.—N. H. Jackson is building an eltr.

Douglas, Ill.—J. E. Potter has bot F. A. Miller's eltr.

Whitehall, Ill.—R. H. Rousey has sold his eltr. to Elmore & Lemon.

Duncan, Ill.—Miller & Graves have completed rebuilding their eltr.

Pana, Ill.—M. R. Corbett, of Rosemond, has bot Metzger Bros.' eltr. for \$5,000.

Brimfield, Ill.—The Brimfield Eltr. Co. has increased its capital stock to \$10,000.

Athens, Ill.—The Farmers Eltr. Co. has built a large corn crib in connection with the eltr.

Sadorus, Ill.—The eltrs. are unable to ship corn because the Wabash road is short of cars.

Pontiac, Ill.—A contract has been let for the building of an eltr. for the county farm, to cost \$2,000.

Mattoon, Ill.—The Cleveland Grain Co.'s eltr. was burned Dec. 21. Loss, \$12,000. Insurance, \$6,500.

Yates City, Ill.—The report that M. W. Thomson has sold his eltr. is in error. He continues in the business.

Buckingham, Ill.—Fleming & Brown have sold their eltr. to Inkster Bros. of Hersher. Mr. L. Lamereaux is mgr. for the new firm.

Belvidere, Ill.—Marshall Bros. have sold their eltr. to Hyland Bros., who will operate this eltr. and the old eltr. at Cherry Valley.

Peoria, Ill.—The Peoria Board of Trade directors voted to increase the fee for inspection from 25 to 35 cents per car, effective Jan. 1.

Taylorville, Ill.—Wm. Loveless and family are spending the winter in Southern California, for the benefit of Mrs. Loveless' health.

Dalton City, Ill.—The Dalton City Grain Co. has bot J. L. Belden's eltr. and grain business. Willis Peck, formerly of Monticello, is mgr. Mr. Belden will retire from business.

Vanwood, Ill.—W. H. Council's eltr., with 7,000 bus. of corn, was burned Dec. 7. Loss about \$7,800; insured.

Bradford, Ill.—Harwood & Code have succeeded the Bradford Grain Co. with A. N. Harwood as mgr. and superintendent.

Elkhart, Ill.—Samuel Mangas has bot the eltr. and lumber yard controlled by Geo. Bock. Mr. Bock will retire on account of ill health.

More than 50 boy corn growers competed for the 12 prizes at the farmers institute at Arlington Heights, Ill. The boys were from all parts of the state.

Newman, Ill.—M. A. Current has leased and is operating W. J. Roller's eltr., the sale to Mr. Current having been declared off on account of a defect in the title.

Savoy, Ill.—N. M. Burt and C. A. Dryer, of Champaign, have leased, and with Mr. Burt in charge, are operating the new eltr. Mr. Dryer will do the selling.

Irwin, Ill.—The R. F. Cummings Grain Co. has built an addition to its eltr., Weller Mfg. Co. furnishing the machinery, including 2 of Constant's Pat. Chain Feeders.

Genoa, Ill.—Will H. Jackman has been taken into full partnership in the grain and coal business formerly operated by Frank H. Jackman under the name of Jackman & Son.

East Lynn, Ill.—Wm. Moore, Sr., while scooping corn in Risser & Rollins' eltr., Dec. 14, was drawn down and buried in the corn, barely escaping death. He was rescued by his fellow-workmen.

Tower Hill, Ill.—The Barton-Price Co. of Louisville, Ky., has bot the eltr. formerly operated by the late Wm. Clegg. The business will be conducted under the name of the Tower Hill Eltr. Co.

Paris, Ill.—W. L. Hinds, representing a Chicago broker, has been placed under arrest for running a grain commission house without a city license. The license fee of \$50 per month is exorbitant.

Latham, Ill.—The Farmers Grain Eltr. Co. incorporated, \$10,000 capital stock. Directors; Francis Mooney, D. N. Allison, John M. Vaughn, S. R. Newlin, W. S. Richey, J. H. Saller and J. W. Evely.

The general reduction in railroad rates in the state which has been contemplated by the Illinois Railroad & Warehouse Commission for more than a year, it is said, will soon be made effective on the basis of a 15 per cent cut.

Kemp, Ill.—The National Eltr. Co., of Indianapolis, Ind., is installing a Constant Chain Feeder 260 ft. long. Also 2 at its eltr. at Filson, and a water-tight eltr. boot at both stations for 16" cups, thus enabling it to handle the large crop of that section.

Harmon, Ill.—The Atlas Eltr. Co. bot grain raised by a tenant, but as different persons claimed part of the proceeds the company held the money, stating it was ready for payment to the right person. When suit was brot the court ordered the money to be turned over to the party who had delivered the corn to the eltr.

Gibson City, Ill.—Jacob M. Stouffer, grain dealer and local representative of the Shellabarger Eltr. Co. of Decatur, died Nov. 15. While attempting to start a clogged chute to a corn sheller Mr. Stouffer was drawn into the sheller and his leg so badly crushed as to make amputation necessary. The shock following the accident and operation caused his death.

Peoria, Ill.—Receipts at Peoria during the month of Nov., as reported by R. C. Grier, sec. of the Peoria Board of Trade, were 38,400 bus. wheat; 2,833,000 bus. corn; 677,300 bus. oats; 41,600 bus. rye; 346,500 bus. barley; 900 tons mill feed; 90,000 lbs. seeds; 750,000 lbs. broom corn; 4,070 tons hay; compared with 103,200 bus. wheat; 1,584,200 bus. corn; 719,600 bus. oats; 20,000 bus. rye; 318,600 bus. barley; 1,309 tons mill feed; 240,500 lbs. seeds; 120,000 lbs. broom corn; 3,800 tons hay during Nov., 1903. Shipments for Nov., 1904, amounted to 53,200 bus. wheat; 1,293,000 bus. corn; 997,400 bus. oats; 32,800 bus. rye; 244,500 bus. barley; 4,424 tons mill feed; 60,000 lbs. seeds; 1,065,000 lbs. broom corn and 1,010 tons hay; compared with 112,800 bus. wheat; 423,000 bus. corn; 819,400 bus. oats; 1,600 bus. rye; 212,700 bus. barley; 7,428 tons mill feed; 120,000 lbs. seeds; 90,000 lbs. broom corn and 750 tons of hay during Nov., 1903.

## INDIANA.

Otterbein, Ind.—Duffy & Harrington are remodeling their eltr.

Hobbs, Ind.—John R. House & Son have succeeded L. L. Cook.

Upland, Ind.—Harry Holfolk sold his grain business to Clyde Holliday.

Kingman, Ind.—Geo. E. Moore has sold his flour mill and grain business to Jno. A. Nelson of Somerset.

Brook, Ind.—Work on the new eltr. for the Brook Grain Co. is progressing rapidly. L. J. McMillen is the builder.

Yeddo, Ind.—The bank of Kingman is installing a Victor Sheller and Cleaner and a A. H. Richner Feeder in its eltr.

Fowler, Ind.—The Fowler Grain Co. expect to soon finish its 95,000 bus. eltr. It will be arranged to load 18,000 bus. a day.

Indianapolis, Ind.—C. B. Riley, secy. of the Indiana Grain Dealers Assn., is collecting evidence from shippers bearing on the practice of railroads in settling freight claims.

Lacrosse, Ind.—Bailey & Co. have arranged to do transferring and oat clipping for Sam Finney of Chicago. A double track has been laid to the eltr. to facilitate the handling of cars.

Peru, Ind.—J. A. Neal has regained control of the Wabash Eltr. and will operate it under the firm name of J. A. Neal & Co. Mr. Neal will remain in California for the winter and the business will be conducted by L. H. Myers and Miss Anna Keyes.

McGrawsville, Ind.—A shameful instance of discrimination by railroads is said to have been long continued at this station, where all the grain has been shipped by the Pennsylvania railroad agent, the owner of the eltr. being unable to get cars.

Decatur, Ind.—E. L. Carroll's resignation as director and secretary of the Commercial club, was accepted at their meeting Dec. 12. Mr. Carroll has, at the urgent request of the mgrs. of the United Grain Co., accepted the management of its Buffalo office. During his absence Mr. Carroll's business will be under the control of J. C. Johnson.

## INDIAN TERRITORY.

Tulsa, Ind. Ter.—The Midland Mill & Eltr. Co., of Oklahoma, will build a 1,000-bbl. flour mill, also a line of eltrs. along the Midland Valley Railroad, with a capacity of 600,000 bus.

Purcell, I. T.—The Brand-Dunwoody Milling Co. of Joplin, Mo., will build an eltr.

## IOWA.

Oto, Ia.—The Western Eltr. Co.'s eltr. was burned Dec. 10.

Waverly, Ia.—Coddington & Laird have leased the Rock Island eltr.

Aredale, Ia.—The Farmers Grain Co. intends building an eltr. in the spring.

Mason City, Ia.—Thomas Way is negotiating for the purchase of a line of eltrs.

Sioux City, Ia.—Walter A. Whitten has embarked in the grain commission business.

Neola, Ia.—L. O. Bundy, of Madrid, has been appointed a local mgr. for the Neola Eltr. Co.

Mediapolis, Ia.—C. E. Stephenson, of Washington, has bot the eltr. and coal yard formerly owned by Walker & Jacob-hagen.

Woodstock, Ia.—The Farmers Eltr. Co. incorporated, \$10,000 capital stock; incorporators, Thos. Wallace, Martin Hirt and others.

Tennant, Ia.—J. F. Twamley & Son, of Omaha, will build a 12,000-bu. eltr. on the C. G. W. Ry., and have let the contract to Younglove & Boggess Co.

Glenwood, Ia.—Wright & Blair have begun work on their 10,000 bu. eltr. It will be equipped with a 20-h. p. gasoline engine, sheller, grinder and corn cleaner.

Des Moines, Ia.—Geo. A. Wells, secy. of the Iowa Grain Dealers Assn., has obtained the co-operation of the Cereal Club and the Commercial Exchange, in a plan to hold a corn carnival during the winter.

Anita, Ia.—Fred C. Chinn, mgr. of the Wesley Eltr. Co., received a painful injury by having his hand caught in the machinery, stripping the flesh from the larger part of the hand, and inflicting a wound in the palm.

Rockwell, Ia.—The Rockwell Co-operative Assn., the well known farmers company, has been caught by an alleged fraudulent commission firm at Salisbury, Ind. The commission firm gave references to a bank which did not exist.

Wilton, Ia.—At the annual meeting of the Muscatine County Farmers Institute Dec. 23 papers on how to select seed, and increase the yield of corn 10 bus. per acre, were read by F. D. Steen & Sons and Professor P. G. Holden. Merchants of Wilton made up a purse of \$15 for premiums.

## KANSAS.

Alton, Kan.—F. W. Gaunt is building a corn eltr.

Blackstone, Kan.—The Farmers Union is building an eltr.

Stockton, Kan.—The Baker-Crowell Grain Co. is building an eltr.

Enterprise, Kan.—The Hoffman Eltr. Co. incorporated with \$150,000 capital stock.

Wheaton, Kan.—Ed. Robbins is rebuilding his eltr. on a new site and adjoining his office.

Marydell, Kan.—The Shellabarger Mill & Eltr. Co. is building an eltr. on the Lincoln branch.

Iowa Point, Kan.—B. D. Williams is tearing down his old eltr. and will build a new one.

Pittsburg, Kan.—The Pittsburg Eltr. Co. has opened books for receiving subscriptions to the capital stock of the company.

Woodston, Kan.—The Smither Grain has sold its business to the Solomon Valley Mill Co.

Lyons, Kan.—A company headed by Chas. Cooper of Cooper & Dinsmore will begin work on a new mill.

Atchison, Kan.—The Antle-Linley Grain Co. is negotiating for the purchase of a combined eltr. and corn meal and feed mill at Paola.

Wellington, Kan.—The Aetna Mills, together with a line of 18 country eltrs. in southern Kan. and Northern Okla. have been sold by Kramer Bros. to a syndicate headed by John T. Stewart.

Humboldt, Kan.—Ernst Bros. have again embarked in the grain and hay business. Grant Ernst will manage the business here and Geo. Ernst will continue in charge of the Kansas City business.

Beloit, Kan.—A fire in the Rodgers eltr. was averted by the discovery of a blaze coming from the window of the engine room. Several bricks at the rear end of the boiler had caved in, allowing the sparks to escape and ignite the woodwork round the window.

Erie, Kan.—Guy Whitworth was seriously injured Dec. 3 at the Chanute Grain Co.'s eltr. While attempting to throw off the belt of the engine the boy's clothing became entangled, and he was thrown to the floor. One leg was broken and he was otherwise badly bruised.

McPherson, Kan.—In the case of D. A. Hedges vs. the Kansas Grain Co. a verdict by the jury allowed D. A. Hedges \$1,252 personal damages for injuries received at the Conway Eltr. The two defendants in the case were The Kansas Grain Co. and Frank Hawthorne, who operates the eltr. When Mr. Hedges drove on the dump with a load of wheat the beams went down, throwing him off.

## KANSAS LETTER.

Oneonta, Kan.—Geo. Scouler has completed his eltr.

Burr Oak, Kan.—S. P. Kearns has bot D. H. Ferguson & Co.'s eltr.

Lorraine, Kan.—J. F. Schmidt has sold his eltr. to M. L. Meek of Ellsworth.

Esbon, Kan.—The Home Grain Co., of Kansas City, has bot F. A. Derby's eltr.

Gem, Kan.—W. O. Eaton has sold his eltr. to the Colby Mill Co. of Colby, Kan.

Bloomington, Kan.—Hahn Bros. have bot the eltr. formerly owned by Brandt Bros.

Phillipsburg, Kan.—Brandt Bros., of Cedarville, have bot the Phillipsburg Mill & Eltr. Co.'s business.

Wichita, Kan.—S. R. Overton has removed his headquarters from Anthony, Kan., to Wichita, Kan.

Attica, Kan.—J. F. Schmidt, formerly in the grain business at Lorraine, has bot A. Terrell & Son's Eltr.

Local meetings were held at Marysville and Atchison, Thursday evening Dec. 22nd and Friday evening Dec. 23rd.

Valley Falls, Kan.—B. C. Ragan & Sons, who operate a number of stations on the Santa Fe, have discontinued business except at Valley Falls, and McLouth.

Ada, Kan.—J. T. White & Son have leased their eltr. to the Jackman Mill Co. of Minneapolis, Kan., the junior member

of the firm retaining the management of the business until July, 1905.

Clyde, Kan.—R. B. Miller, for a number of years interested in the Clyde Mill & Eltr. Co., has severed his connections with that firm and will be identified with the Hoyt Grain Co., of Kansas City, Mo.

A local meeting was held in Downs, Kan., Thursday afternoon Dec. 15th. Firms represented were: F. W. Gaunt & Co., and Woodward & Burke, Alton; A. T. Rodgers, Beloit; Wm. Page, and Bandt Bros., Bloomington; R. W. Dockstader, and Carleton Gr. Co., Cawker City; W. A. Nye, and Roy McMillan, Downs; Nash & Kaull, and S. H. Marshall, Glen Elder; C. A. Kalbfleisch, Harlan; F. L. Ingersoll, Kirwin; Bowman Bros., and T. W. Wilttrouty, Logan; W. F. Vawter & Co., and B. S. Dockstader, and Solomon Valley Mill Co., Osborne; W. C. Smith, Portis; Smith Center Mill & Eltr. Co., Smith Center; Johnson & Thierolf, Solomon Rapids; O. A. Higgins, Downs; and Smither Gr. Co., Woodston.

A very successful local meeting was held at Concordia, Kan., the evening of Dec. 14 at the Colson Cafe. Firms represented were: Bossemeyer Bros., and Geo. Scouler, Superior, Neb.; Leonard Nelson, Kackley; N. Gennette & Co., Aurora; F. B. Fulton, Agenda; J. Fulcomer & Sons, Belleville; F. L. Williamson, M. G. Patterson, Clay Center; Silver Gr. Co., Morganville; Murdock Gr. Co., and Caywood Gr. Co., Clifton; Wangerin & Co., Vining; Clyde Mill & El. Co., and Brandon Gr. Co., Clyde; J. M. Decker, Concordia; C. L. Hills & Co., and B. F. Banker, Jamestown; A. T. Rodgers, Beloit; Patrick Fay, Jewell City; O. A. Seaton, and Edward & Son, Jewell City; Higgins & Raven, Linn; W. H. Callaway, and Hoerman & Kappelman, Greenleaf; J. S. Hart, Randall; W. H. Beatty, Norway; O. B. Strom, Sherdahl.—A. M. D.

## KENTUCKY

Morganfield, Ky.—J. E. Harrington, merchant, grain dealer and farmer, committed suicide by hanging, Dec. 10.

Paducah, Ky.—Henry Bradley is moving into his new eltr. on the Illinois Central railroad tracks. The building is brick, 88 x 50 feet.

Louisville, Ky.—The Board of Trade directors on Dec. 15 unanimously approved the bill before Congress authorizing the use of alcohol for industrial purposes without the payment of the internal revenue tax.

## MICHIGAN.

Mason, Mich.—Wm. Stowell has bot an eltr.

Clifford, Mich.—B. R. Easley has discontinued business.

South Haven, Mich.—O. Kelly has closed out his business here.

Waldson, Mich.—W. I. Hadley has been succeeded by L. Frensdorf & Son.

Munith, Mich.—Stole & Dean will open their eltr. recently purchased from J. K. Elmer.

Frankfort, Mich.—The Goeman Grain Co. has been incorporated with \$100,000 capital stock.

Detroit, Mich.—Dealers in grain, flour and feed held a meeting Dec. 9 to form an assn. for mutual protection.



## MINNEAPOLIS

The Palisade Mill is grinding Canadian wheat.

The Pillsbury-Washburn Flour Mills Co. for the year ending Aug. earned net profits of \$734,779.

Fred B. Richmond, of the Soule Grain Co., shot and killed Mrs. Lina Christianson and himself Dec. 16.

Edward J. Skewis, pres. of the Skewis-Moen Co., was married in St. Paul Dec. 8 to Miss Franc Scandrett, a niece of Gov. Van Sant.

The transportation committee of the Chamber of Commerce has held 2 meetings with the railroad officials in an endeavor to obtain more equitable rates on oats to eastern markets.

Two young wheat thieves recently had the misfortune to visit the home of a police officer when peddling the stolen grain. One was sent to the workhouse and the other released on probation.

The Northern Grain Co. has secured a long time lease of the 2,000,000-bu. Great Northern Eltr. and will begin operating the big house Jan. 1, making a specialty of barley. J. J. Donohue will manage the plant.

B. Wood of the Edwards-Wood Co. has obtained a temporary injunction restraining the directors of the Minneapolis Chamber of Commerce from expelling him for posting the continuous quotations of the Chicago Board of Trade.

F. W. Eva, chief grain inspector, in his annual report, favors the grading of grain at the office instead of in the railroad yards. The new plan has been tried on coarse grains since Jan. 1, with the result that appeals have been few.

What the grain receivers of Minneapolis favor is the giving into the hands of the interstate commerce commission, or to some responsible men, the power to maintain parity of rates as between the western receiving markets. Instances of discrimination and injustice to Minneapolis, are so numerous, that it is impossible, in any brief summary, to cover the case, but I may cite a few. Grain may be hauled from Omaha to St. Louis, at a proportionate rate that is 2c in favor of St. Louis, altho Omaha is about 100 miles closer to Minneapolis. Omaha can ship to Toledo, via St. Louis, for 15c. Omaha to Toledo, via Minneapolis, means 30c. It is a little longer haul via Minneapolis, a matter of 100 to 150 miles, but the rate is 100 per cent greater. Grain from west Missouri points can be put into Burlington, Savannah, Dubuque, or other recognized Mississippi crossings, cheaper than it can be brought here, altho none, including St. Louis, will compare with Minneapolis as a market.—J. L. McCaull, chairman Transportation Committee of the Chamber of Commerce.

## MINNESOTA.

Halma, Minn.—The Prairie Eltr. Co. has built an eltr.

Owatonna, Minn.—John Kendall has sold his eltr. and grain business to F. Wicklow.

Hampton, Minn.—Conrad Doffing fell from his eltr. Dec. 15 and fractured his collar bone.

St. James, Minn.—The agent in charge of the local bucket-shop of the Cne Commission Co. has disappeared. He walked to Echols and boarded a freight train going south.

Greenbush, Minn.—The Red Lake Falls Milling Co. is building an eltr. here. Nels Distad will be mgr.

Greenbush, Minn.—The Northern Eltr. Co., of Stephen, is building an eltr. J. Gillespie will be mgr.

Springfield, Minn.—The Springfield Farmers Eltr. Co. will build a 30,000-bu. modern eltr. to cost \$4,000.

Pelican Rapids, Minn.—The farmers have organized a stock company for the purpose of erecting an eltr.

Greenbush, Minn.—The Thief River Falls Milling Co. is building an eltr. Louia Hanson will be mgr.

St. Paul, Minn.—A farmers' course in grain and livestock judging will begin at St. Anthony Park Jan. 10.

Boyd, Minn.—The Farmers Grain & Merc. Co. will build a 20,000-bu. eltr. Lund Rud & Co. are the contractors.

Mankato, Minn.—Two employees of the Coe Commission Co. have brot suit against the company for \$400 back salary.

LeSueur, Minn.—The St. John Eltr. has shipped two cars of mustard seed cleaned out of grain since July 1. During November 89 cars of grain were cleaned.

Albert Lea, Minn.—Bert Swan, who has been in charge of G. A. Swan's eltr. at Alden, is now mgr. of the Swan Eltr. here, having succeeded Melvin Finton.

McIntosh, Minn.—The Farmers Grain & Produce Co. incorporated, \$10,000 capital stock. Officers: Paul W. Carpenter, pres.; C. T. Lauman, secy.; Everett Southmayd, treas. The company will build or buy an eltr.

Watertown, Minn.—The South Dakota Grain & Shipping Ass'n recently elected the following officers: M. M. Fox, pres.; C. H. Lester, treas.; H. E. Brook, secy. and mgr. The company intends to engage in the grain business at 10 stations.

Ortonville, Minn.—The Farmers Eltr. Co. has sold its property, for \$4,500, to C. J. Koch, John Hefferman, Alfred Swanson, John Gardner, Jno. Storeim, Amos Benson, B. H. Smith, C. J. Clark, Albert Storeim and Paul Pinkert. It will be held in trust until Jan. 1, when it is expected the company will reorganize.

## MISSOURI.

St. Louis, Mo.—Otto L. Teichmann is a candidate for president of the Merchants Exchange.

Tebbetts, Mo.—A stock company is being formed to operate Marlow & Wythe's mill, and erect a 50,000-bu. eltr.

St. Joseph, Mo.—Robert A. Potts, horse and mule dealer, desires the appointment as state grain inspector to succeed S. P. Broughton.

St. Louis, Mo.—Geo. C. Martin, Jr., formerly manager, is now a partner of the Goffe & Carkener Co., the successor of Goffe, Lucas & Carkener Co.

Kansas City, Mo.—J. Frank Taylor, grain dealer, died Dec. 13. Death was caused from the effects of an operation to remove an abscess of the brain.

Kansas City, Mo.—The Barnett & Record Co. has filed a mechanics lien on the Gulf Eltr. built for Harroun Bros. Of the total cost of \$150,000; \$26,500 is alleged to be unpaid.

St. Louis, Mo.—Thos. A. Cleage, who failed in grain speculation, losing large sums for customers, has declared his debts unlawful as the result of gambling in puts and calls, and asks relief in the federal court.



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Rubber Protector, \$2.00  
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is used everywhere by UP-TO-DATE GRAIN DEALERS  
It is serviceable and cheap.  
Write for prices  
**Milwaukee Bag Co.**  
Milwaukee, Wis.

Moberly, Mo.—Local insurance agents are reported to be writing grain in the eltr. of the Missouri Grain Co., and inserting an agreement to cancel four-fifths of the insurance if desired by the assured after the policy has been in force thirty days.

St. Joseph, Mo.—The South Park Eltr. Co. will build a 150,000-bu. cleaning house, to be equipped with a Clipper, Scourer, 1,600-bu. hopper scale, Fairbanks track scale, and a 150-h. p. corliss engine, in brick engine house. The contract has been given to Younglove & Boggess Co.

St. Louis, Mo.—The Merchants Exchange adopted an amendment to its rules Dec. 19 providing that sellers who default on contracts for future delivery of wheat must pay a penalty of 5 per cent of the settling price fixed by committee, when that price is \$1 or more, and 5 cents per bu. when the settling price is less than \$1.

St. Louis, Mo.—The court of claims at Washington has reported adversely upon the claim of the St. Louis Grain & Hay Co. against the government on a contract for 9,000,000 pounds of hay to have been furnished during the late war. The orders for the last half of the quantity sold were given in such small quantities that the hay was shipped at a loss.

## NEBRASKA.

Kenesaw, Neb.—Frank Real has bot an eltr. here.

Malmo, Neb.—Railsback Bros. have repaired their eltr.

Scotia, Neb.—A. L. Orendorff is building an eltr. on his ranch.

Elgin, Neb.—The Elgin Eltr. Co. is installing a new set of scales.

Wahoo, Neb.—Louis Monteen, grain dealer, died recently of heart failure, aged 52.

Oreapolis, Neb.—The Duff Grain Co., of Nebraska City, is building a 10,000-bu. eltr.

South Sioux City, Neb.—Hans Nelson has bot the Dakota City Mill & Eltr. and will re-open it.

O'Neill, Neb.—The Nye-Schneider-Fowler Co. is putting a new foundation under its warehouse.

Elm Creek, Neb.—Neff Bros. incorporated with \$50,000 capital stock to engage in the grain business.

Wahoo, Neb.—The Ewart-Wilkinson Grain Co., of Lincoln, is building a 15,000-bu. addition to its eltr.

Sholes, Neb.—E. W. Closson & Co. have completed their 30,000-bu. eltr. Lund, Rud & Co. did the work.

McCook, Neb.—W. H. Ferguson will build a 30,000-bu. eltr. A 25-h. p. gasoline engine will be installed.

Shelby, Neb.—The Jacques Grain Co.'s eltrs. and coal yards at St. Paul and Warsaw were sold Dec. 14 to A. N. Conklin, of Ashton, for \$13,000.

Norfolk, Neb.—The sugar beet factory is to be removed to Colorado, the farmers having become convinced that there is more money in growing wheat and corn.

The Burlington road is running a seed corn special train in Nebraska carrying the professors of the state university who deliver lectures to farmers assembled at the stations, on the best methods of selecting corn for planting.

Fremont, Neb.—James Yaryan was horribly mangled, and will probably die from injuries sustained at the Nye-Schneider-Fowler Co.'s eltr. Dec. 12. He was caught in a coil of rope and drawn over a drum.

His right leg was broken in several places and he received internal injuries.

Virginia, Neb.—The court has appointed S. P. Davidson of Tecumseh referee to take evidence and report findings of fact and conclusions of law in the case of the Farmers Grain & Eltr. Co. against the K. C. & N. W. R. R. Co. The Farmers Assn. has dismissed its suit against the North-western road.

Omaha.—The Nebraska Iowa Grain Co. closed a deal with Nels Updyke for 100,000 bus. of shelled corn, to be delivered at the new elevator within 15 days, to grade No. 3 or better on private terms. This corn is now being run into the new elevator of the company which is described elsewhere in this number.

## NEW ENGLAND.

Brockton, Mass.—Arthur Copeland is building a 30 x 182-ft. iron-clad eltr.

Bridgeport, Conn.—John A. Barri, of the Berkshire Mills, will build an eltr.

New Britain, Conn.—H. Clayton Manning of Plainville, will embark in the grain and feed business, having bot D. M. Stanley's mill.

Portland, Me.—The Portland Grain Co. organized to conduct a general business in grain, flour and feed. \$10,000 capital stock. Robt. F. Chapman, pres.; Walter S. Smith, treas.

Boston, Mass.—For 30 days from Dec. 12 corn from western points will be carried as perishable freight by the Boston & Maine R. R., by order of the general supt., to expedite the movement.

Boston, Mass.—The Chamber of Commerce has adopted a resolution agreeing to adopt the uniform phraseology of grain grading rules proposed by the Chief Grain Inspectors National Assn., provided Philadelphia and Baltimore adopt the rules.

Middleboro, Mass.—Chas. P. Washburn's 24-h. p. gasoline engine was wrecked Dec. 3. The piston rod became loosened and on whirling round struck the flywheel, shattering it, and almost completely wrecking the remainder of the engine.

## NEW ENGLAND LETTER.

The Federal Stock & Grain Co., of Boston, with bucket-shops thruout New England, which assigned recently, was petitioned into bankruptcy, Dec. 17, by three creditors whose claims aggregate \$40,000.

Henry M. Whitney, president of the Boston Chamber of Commerce, has just received a handsome silver tea service with the compliments of Prince Fushimi as a graceful recognition of Mr. Whitney's courtesy in entertaining the representative of the mikado.

A decided improvement is noticed in the grain export business, and the conditions at the present time lead to the belief that the depression of the past year is at an end and that Boston will soon resume her place as one of the principal ports of export for grain. Last week 250,251 bus. of wheat, corn and oats were shipped from here on outgoing liners. It is estimated that steamers leaving here this week will take forward about 280,000 bus. of grain.

Second Vice Pres. Van Etten of the New York Central Railroad says: If all shipping transactions were conducted thru a clearing house every shipper would know that every other shipper was charged the same rate. My plan for carrying out this recommendation would be to establish a freight and passenger rate clearing house,

a place where a shipper or any one else who wished to patronize a railroad could come and get the figures for service of any kind to any point in the United States. The great bugbear with shippers today is that they suspect that their competitors are not paying the established rates. I would have the system apply to local business as well as to interstate where the former is in competitive territory.—H. B.

## NEW JERSEY.

Plainfield, N. J.—Van Zandt & Voorhees will build an eltr. to be commenced about Jan. 1.

Weehawken, N. J.—The Empire Brick Supply Co. has filed mechanics' lien on the new brick and steel grain eltr. built for the New York Central & Hudson River Railroad, for materials furnished, amounting to \$765. Since Dec. 1, liens amounting to \$61,501 have been filed.

## NEW YORK.

Saranac Lake, N. Y.—Chas. J. Greenough is building an eltr.

New York, N. Y.—The Produce Exchange will be closed Dec. 24, 26 and Jan. 2.

Saratoga Springs, N. Y.—D. Gibbs & Son have sold their grain store, eltr. and warehouse to James H. Jones.

Buffalo, N. Y.—The Husted Milling Co. will build a modern eltr., to be of brick construction, and to cost \$30,000.

Buffalo, N. Y.—The insurance companies are taking the full 60-day limit to pay losses on the Ontario Eltr.

Ogdensburg, N. Y.—Chief Grain Inspector Shanahan of Buffalo visited Ogdensburg Dec. 13 to look into the condition of damaged corn cargoes.

Buffalo, N. Y.—Burns Bros. will open a flour and feed department in connection with their grain business. G. A. Underwood, who has had long experience in this line in eastern and western markets, will be in charge.

New York, N. Y.—The New York Produce Exchange Clearing Assn. has been incorporated with \$25,000 capital stock, to deal in grain and settle transactions. Incorporators, Yale Kneeland, F. R. Maguire, Ernest Pfarius and others.

Buffalo, N. Y.—Eltr. men here are convinced that the weighing at the Canadian lake ports of Fort William and Port Arthur is inaccurate. One boat will be short 100 bus. and the next overrun 100 bus. In an attempt to locate the discrepancy one cargo was weighed twice at Buffalo with about the same result, a shortage of 1,238 bus. These shortages annoy the government inspectors who have to receive the Canadian bonded wheat.

New York, N. Y.—J. C. Brown, for 19 years statistician of the New York Produce Exchange, died of pneumonia at his home in Brooklyn, Dec. 13, at the age of 52. Mr. Brown has taken an active part in improving the statistics of the grain trade, and was one of the committee appointed by the national board of trade to investigate the crop statistics of the Census and the Department of Agriculture. His active work has been beneficial to the grain trade, the improvements recommended in the system of crop collecting having been adopted by the Dept. of Agri. He was one of the foremost advocates in securing the establishment of the division of statistics.



## BUFFALO LETTER.

They are still pumping the grain out of the water at the foot of the fallen Ontario Eltr., but there is no further development in the case.

Otto Kempel, who has for sometime been in the office of C. W. Rockwell & Co., has opened an office on his own account and will become a regular grain dealer.

The grain inspectors are having rather more than the usual amount of racing after cars, which are stopped off about anywhere on the east or south of the city and often several miles out. Corn is now the chief arrival, coming more than 50 cars a day.

The Chamber of Commerce is apparently going to restore the old "one-day-off" proceedings that used to be common, but have largely been forgotten of late. There is already a piano in waiting for the last day of the year, and the reports of the rehearsals of the kazoo band are very promising.

When all the late grain arrivals are in place it will be found, as it looks now, that there is a really large amount of wheat here, possibly more than ever before, spite of the great scarcity, so that the winter activity will be quite large, though there would have been still more wheat brought in if there had been room for it.

The annual banquet of the Chamber of Commerce will take place at the Ellicott Club on Dec. 29. "Transportation" will be the general subject discussed and the speakers from out of town will be B. D. Caldwell, vice-pres. and traffic manager of the Lackawanna Railroad, who speaks from the side of the carrier, and John D. Kernan of Utica, who takes the side of the shipper.

The year promises to end with no great change in the state of things on 'Change, but with the members of the grain trade little satisfied with the run of business. Profits are generally small, and then to have the volume of business so small also is discouraging. Car shortage has made it hard to do the business that there is in sight, though the trade is getting rather used to that.

Not much shape has been taken as to the make-up of Chamber of Commerce tickets. There are no old parties or combines on the Board, but they always form after the tickets are made up and the competition is sharp, with usually the best of feeling. Pres. Brown has appointed Riley E. Pratt, Arthur D. Bissell and Walter J. Donaldson to one committee and George P. Sawyer, Edwin Fleming and Arthur E. Hedstrom to the other.

A curious liability case has just been decided in court of appeals. Patrick Connors was killed sometime ago while at work at the Great Northern eltr. Suit was brought for \$10,000 damages by his brother. The court decides that the damages must be computed on the probable life of the victim of the accident. He was 45 years old when he was killed, his brother is 70. His father died at 107 and his mother at 105 and the question is whether the ordinary mortality tables of the insurance companies are to be the guide or the remarkable longevity of his family.

Wheat interests this winter are diversified. The Washburn-Crosby has already begun running on Canadian wheat for export, and will turn out no other flour for awhile. There is also Canadian wheat here held by New York millers, much of it

to be wintered afloat, and then our older millers are using some of it and paying the duty, it being found that with the Canadian wheat market not following ours very closely there were occasional days when this wheat could be bought and the duty paid without exceeding the cost of our own. This was done because it was so hard to get spring wheat at any price.

This is the last of the lake season and it is a decidedly boomy one so far as the wheat trade is concerned. Oh! for more eltr. room and then for more elbow room in the harbor for taking care of the big steamers that have been coming in belated with cargoes that nobody knows what to do with. It was estimated the other day that there was about 5,000,000 bus. of wheat afloat and there will be more before there is less. And now comes on a very cold snap with cargoes lying at the breakwater to be brought inside as the eltrs. find room for them. It is a very tedious and expensive operation and is mostly peculiar to this port.—J. C.

## NORTH DAKOTA.

Mannhaven, N. D.—The Benton Packet Co. is building an eltr.

Michigan City, N. D.—Ole Dahlen is building an eltr. here.

Maddock, N. D.—The Acme Grain Co. has completed its 25,000-bu. eltr.

Wishek, N. D.—Doyle & Fischer have sold their eltr. to August W. Herr.

Michigan City, N. D.—Iver Orvik and Ophaugh Bros. are building an eltr.

Des Lacs, N. D.—DeLaney Bros. have appointed O. J. Adkins as mgr. of their eltr. to succeed Chas. Fuller.

Westhope, N. D.—Rice's Eltr., together with 20,000 bus. of wheat was burned Dec. 3. Loss about \$35,000. It will be rebuilt.

Washburn, N. D.—W. D. Washburn's 50,000-bu. eltr. with 6,000 bus. of wheat was burned Dec. 8. Loss about \$40,000, partially covered by insurance.

Jamestown, N. D.—The eltr. of the Buchanan Eltr. Co. narrowly escaped burning, a lighted match having burned through the first floor before being discovered.

Denbigh, N. D.—The jury in the U. S. court at Grand Forks found in favor of the Farmers Eltr. Co. in the amount of \$1,668 on building and machinery and in favor of the Hartford Insurance Co. in the amount of \$4,500 on grain. Edwards, Wood & Co. held policies for \$21,000 as collateral for a loan. The suits against the other insurance companies have been transferred to Fargo for trial.

## OHIO.

Havana, O.—The Heyman Milling Co. has completed its 15,000-bu. eltr.

Centerton, O.—The Heyman Milling Co. of Monroeville, is building an eltr.

Marengo, O.—Guthrie & West have been succeeded by W. H. Guthrie.

Toledo, O.—C. A. King & Co. are sending their friends a Christmas toast and sermon in Frank I. King's usual happy vein.

Sidney, O.—Capt. E. E. Nutt has bot E. J. Griffis & Co.'s eltr. and flouring mill. Mr. Nutt sold the eltr. to Mr. Griffis 18 years ago.

Wilmington, O.—Geo. and Park Buckley of Kingman have bot Mitchell & Hague's eltr. and grain business and will remove to Wilmington.

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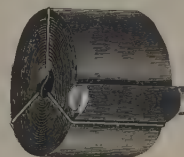
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Pendleton, Ind.

Hayesville, O.—The Crites Mill Co., of Circleville, has leased the eltr. here.

Columbus, O.—With over \$700,000 of risks in effect, the Ohio Grain Dealers Mutual Fire Assn. will close the year with only one loss, and that of \$15,000.

Sidney, O.—The Sidney Grain & Milling Co. incorporated, \$50,000 capital stock. Incorporators E. E. Nutt, Earl E. Nutt, Amelia V. Nutt, E. J. Griffin and John M. Nutt.

Washington C. H., O.—The Fayette Grain Co. incorporated, \$10,000 capital stock. Incorporators: John McDonald, Wm. Worthington, J. M. Willis, Jas. Ford and E. A. Ramsey.

Tremont City, O.—L. M. Hutchinson has resigned his position with the Omer, Snider Grain, Lumber & Hardware Co. and has accepted a position with Early & Daniel, of Cincinnati.

Toledo, O.—It would simply be out of the question to run my office without the Grain Dealers Journal, as it gives me some very valuable pointers as to what is going on over the country.—Ed. Santo.

Cincinnati, O.—The Early & Daniel Co. incorporated with \$350,000 capital stock, to deal in hay, grain, etc. Incorporators: H. Lee Early, L. H. Daniels, August Berger, Brent Marshall, Clinton C. Merrill.

Cincinnati, O.—Geo. A. Stapley, vice pres. of the bucket-shop known as the Odell Grain & Stock Co., has retired on account of ill health, caused by his 18 years' devotion to the frenzied finances of his concern.

Cincinnati, O.—The Grain Dealers Club has been formed to protect the local trade from a number of abuses. Harry H. Hill is pres.; Benjamin West, vice pres.; L. B. Patterson, secy-treas.; August Ferber, W. W. Granger, Wm. H. Kramer and Anthony Heile, directors.

#### TOLEDO LETTER.

Henry Weber, whose death occurred in Chicago a few weeks ago, was for many years superintendent of the Wabash Grain Eltr. here. He was well known among the Toledo grain men.

The markets of the past several months have been anything else but satisfactory. There has been little real business transacted, especially in wheats, throughout the fall as compared with other years.

Sidney, O.—The Sidney Grain & Milling Co. has been incorporated with a capital of \$3,000 by Capt. E. E. Nutt, Earl Nutt, Mrs. Arvesta V. Nutt, E. J. Griffin and John M. Nutt, the latter being of Dayton.

All the eltrs. are doing a good business. It is expected that the receipts of corn during January and February will be very large. Corn is in fine condition for storing, much better than this time a year ago. The receipts of oats and wheat are very small.—H. D.

#### OKLAHOMA

Oklahoma City, Okla.—The A. M. McDermott Commission Co. has retired from business in Oklahoma.

Granite, Okla.—The Farmers Fuel, Grain & Supply Co. incorporated with \$10,000 capital stock. Incorporators: G. W. Briggs, W. E. Thompson, G. W. Spears, Doc. Bellows and D. S. Hardin.

Guthrie, Okla.—Chief Grain Inspector A. H. Jackman has recently made his annual report to Governor Ferguson, in which he recommends that, in addition to present inspectors at El Reno, Enid and Oklahoma City, a fourth deputy be stationed at Guthrie.

#### PENNSYLVANIA.

Philadelphia, Pa.—The Girard Point Eltr. Co. will re-open its eltr. which has been closed since last May. It is being thoroly repaired.

#### PITTSBURG LETTER.

Two weeks ago timothy hay was so plentiful that there was a very decided dullness in the market, and sales were hard to make.

Prairie hay is dull, and hard to place even at prevailing quotations. No. 1 grade commands about \$8.50, while packing hay of the best grade has been offering at \$8.00.

The millfeed situation has not been what is desired for some time, demand being dull. Bran for a few days has shown some evidences of reviving life, but not enough to occasion price advances.

For several weeks there has been no change in the oat situation as to prices, and receipts have been ample for requirements. Only the better quality is wanted for ready sale, as buyers are not partial to low grade oats.

There is but little life in the rye market, buyers neglecting this grain to a very marked degree. Large buyers are not purchasing at this time, and no favorable change is looked for until after the beginning of the new year, when it is believed there will be improved demand.

Rye straw, which held to the front as the strong feature of the straw situation for some time, has commenced to recede in prices, on account of more abundant receipts. Oat and wheat straw are in better request, and prices are slightly advanced, with the movement much brisker than for some time.

In top grade of timothy receipts have been just about sufficient to take care of the demand, and sellers have become slightly more independent. No. 2 grade has been hard to place because buyers insist that there shall be a good standard of quality or that there shall be a wide difference in the matter of price as compared with the No. 1 grade. Buyers do not want common hay when it is possible to secure best grade at low figures, and have been letting common severely alone.

Arrivals of shelled corn have been liberal to the point of oversupply, so much having come forward as to make this article a veritable drug on the market. Prices have been steadily on the wane, and buyers have become satisfied as to their requirements. At the same time there has been more or less trouble with quality, many cars of damp and mouldy corn being reported. Shippers cannot be too particular as to quality, for with so much corn arriving consignments out of condition are bound to bring unsatisfactory results to all concerned.

Ear corn is very fine, and cold weather has helped to make the condition of trade in this line all that could be expected. Yellow ear corn is the kind required here, free from husks and nubbins. The outlook is favorable to a freer movement of ear corn, and more of it can be handled. In fact the demand has been running ahead of the supply to a most perceptible degree, and there are few dealers who have not had more calls in the last week or two than they could care for. Quality has given but little trouble, not many unsatisfactory cars being reported.

Scarcity continues in the clover hay situation until the market is almost entirely bare, and but little is in sight. Best grade has been commanding higher prices than

timothy, and even at this buyers are clamorous for more. Dealers have been making ineffectual efforts to have shippers forward this kind of stock with but meagre success, for it seems not to be obtainable. In fact, clover is absorbing attention to a great degree, for it is urgently wanted. In almost the same proportion is the call for clover mixed hay, and it is about as scarce as the clover. The supply of clover and mixed has been short for so long that the scarcity is causing uneasiness.

Notwithstanding the fact that the Uniform Bill of Lading Committee issued a circular August 1, of this year, stating that the railroad companies had decided to omit the words "Not Negotiable" and would not insist upon shippers' signatures, bills of lading with the objectionable words printed upon them have been received in the east and signed by shippers. Receivers are fighting this practice, and are earnestly calling upon shippers to have greater care for their own interests, and requesting that they do not sign bills of lading at all. Receivers in this market are refusing payment on drafts with such bills of lading attached. Only by uniform action can this objectionable feature be relegated to the regions of oblivion, and it is urged upon shippers that they be more watchful, and do their part in overcoming the trouble.

Some time since car robbers were at work in the Try street yards of the Pittsburgh, Chicago, Cincinnati and St. Louis railroad. The officials of the railroad were spoken to upon the subject, and made promise of better protection, assuring receivers that the depredations should cease. Additional watchmen were to be placed in the yards to overcome the trouble. But the annoyance continues, and open theft is practiced in broad daylight. It is presumed that the thieves drive up boldly and take what they want from the cars without let or hindrance, in full view of anyone who may happen to be around. Oats have been taken from two cars within a few days, both belonging to R. D. Elwood & Co. From one of these cars 200 bus. were stolen. The Pittsburgh Grain & Flour Exchange is fully aroused, and talks of offering a reward for the arrest of the thieves as the solution of the difficulty. At present selling prices of oats there is not enough profit to stand any loss, let alone such wholesale marauding as has been carried on recently.—C. H.

#### SOUTH DAKOTA.

Mission Hill, S. D.—F. D. Morrison will build a 10,000 bus. eltr.

Platte, S. D.—A company will be organized for the purpose of building a farmers eltr.

Artesian, S. D.—Sharp & Roda have completed their new eltr. built by M. Rowe.

Bryant, S. D.—The Snyder Eltr. Co. has bot the Hyde Eltr. Co.'s eltr. H. C. Rice will continue as buyer.

Fairfax, S. D.—Torrance Bros. & Co. of Tabor, will build a 20,000 bu. eltr. on the Chicago & Northwestern Railroad.

Freeman, S. D.—John Decker, of Menno, has bot Dewald & Walter's eltr. to which he will build an addition for an office.

Junius, S. D.—F. W. Koneman is managing the new eltr. of W. Z. Sharp. This is a 40,000-bu. house 93 ft. high, and was built by M. Rowe, who put in the Rowe Platform Dump and loading spout.



# WHY A DRIER?

- Because**—It protects your stock of grain from deterioration, and insures your ability to deliver grain in the best condition possible.
- Because**—The Chicago Board now requires grain to contain less than a certain percentage of moisture before allowing it to pass, and other boards must soon follow suit; therefore a drier is indispensable to bring the moisture percentage down to their requirements.
- Because**—There is much profit in improving low grades of grain by drying.
- Because**—There is a large and growing demand for KILN DRIED CORN.
- Because**—Your competitors, who have driers, can defeat you in certain conditions of competition, if you have none.
- Because**—The drier is here to stay and is recognized as a legitimate, profitable and necessary adjunct to the grain business.

## Why A Hess Drier?

- Because**—The Hess Drier combines all that is excellent in drier construction. It meets every requirement of the grain dealer and of the insurance authorities.
- Because**—Its performance has always proven to be as represented by its makers, hence it has achieved a reputation which has made it the recognized-standard for machines of this class.
- Because**—The facts above are so well known, the Hess Drier has been investigated and purchased by the leading grain merchants of the U. S., among them being the following:

Armour Grain Company.....	Chicago	Hall-Baker Grain Co. (Mo. Pac.	
Bartlett, Frazier, Carrington & Co. . . .	"	Elevator).....	Kansas City
Northern Grain Co., (2 driers) . . . . .	"	Illinois Central R.R. Co., (Stuy-	
Harris-Scotten Co., (2 driers) . . . . .	"	vesant Docks).....	New Orleans
Chicago Rock Island R.R. Co. . . . .	South Chicago	Hall-Baker Grain Co., (Westwego	
E. R. Bacon, Wabash Elevator.....	Chicago	Elevator).....	" "
Chicago Railway Terminal Elev. Co. . . .	"	Harris Scotten Co., (Elev. B)....	Galveston
Frank Marshall.....	"	Canadian Northern R. R. Co.,	
Albert Dickinson Co.....	"	.....	Port Arthur, Ont
Peavey & Co. (Omaha Elev. Co).....	Omaha	Consolidated Elev. Co. (2 driers)	Duluth
Udike Grain Co.....	"	Cleveland Grain Co.....	Cleveland
Duff Grain Co.....	Nebraska City	Union Elevator Co.....	"
Peavey & Co., (Midland Elv. Co.)	Kansas City	U.S. Dept. of Agriculture, Washington, D.C.	
John I. Glover.....	" "	Bartlett, Kuhn & Co . . . . .	Terre Haute, Ind.
Brodnax & McLiney.....	" "	Bartlett, Kuhn & Co.....	Evansville, Ind.

AND MANY OTHERS.

The **HESS DRIER** is the best you can buy and the cheapest in the end.  
Free booklet. **HESS, 707 Tacoma Bldg., CHICAGO.**

Fairfax, S. D.—Torrence Bros. & Co., of Tabor, will build a 20,000-bu. eltr. to be located on C. & N. W. right of way. Geo. A. Torrence will be mgr.

Wakonda, S. D.—The Farmers Co-operative Eltr. Co. has filed an application for an eltr. site on the right of way of the C. M. & St. P. Ry.

### SOUTHEAST.

Lynchburg, Va.—S. C. Hurt & Son are said to have sold their wheat and corn milling properties to the Dan Valley Mills, of Danville, for \$100,000. The business will continue under the present management until next spring.

### TENNESSEE

Nashville, Tenn.—Green & Worke have been succeeded by R. H. Worke.

Nashville, Tenn.—Abernathy, Green & Shook are not in the grain business.

Nashville, Tenn.—The Capital Grain Co. will soon erect a combination warehouse and eltr.

Nashville, Tenn.—Nashville dealers are handling an immense amount of new corn to the south.

Nashville, Tenn.—R. H. Worke & Co. recently bot a carload of California race horse hay at a cost of about \$50 per ton.

Nashville, Tenn.—The Alamo Milling Co., of Crockett County, incorporated, \$18,000 capital stock. Incorporators: T. H. Durham, P. B. Nance, J. B. Fleming, R. L. McGee, C. H. Conley, J. M. Danill, W. S. Corbett, A. J. Collinsworth and C. E. Jerman.

Nashville, Tenn.—The grain warehousemen of Nashville have made a strong protest against the proposed increase of 25 per cent in the insurance rates. Chas. Rouzer, secy. of the Nashville Warehouse & Eltr. Co., which is building a large eltr., says: We can do nothing further in the development of our business, if the insurance rates are raised 25 per cent. Right now we are carrying probably the most valuable assortment of commodities in the city, and we can't get enough insurance. They stick it to us at a rate that eats up the profits at an alarming rate, and to charge more would prove more embarrassing to us and to every one engaged in a similar line of business.

Nashville, Tenn.—The Nashville Grain Dealers Assn. will give its annual banquet on the evening of Jan. 12 at the Maxwell house. The following committees have been appointed: On invitation—W. R. Cornelius, Jr., chairman; J. C. Schofner, Duncan McKay, Hugh McGavock and R. H. Wood. On Entertainment—W. Murray Hogan, chairman; L. L. Wade, G. P. Rose, George Ehrhard and Fillmore Roddy. Special Guests of Association—J. H. Wilkes, chairman; W. J. Miller, W. R. Cornelius, E. C. Andrews and W. Murray Hogan. On Reception—E. C. Andrews, chairman; S. G. Douglas, John A. Tyner, P. W. Harsh, Sam Pointer and John Harrison. On Arrangements—W. J. Miller, chairman; H. H. Hughes, J. H. Wilkes, Albert Rothchilds and T. M. Logan.

### TEXAS.

El Paso, Tex.—The J. Rosenbaum Grain Co. will install a 6 bu. automatic trolley grain scale made by the Richardson Scale Co.

Houston, Tex.—The South Texas Grain Co.'s eltr. was burned Dec. 4. Loss \$100,-

000, with \$50,000 insurance. It will be rebuilt.

Dallas, Tex.—The Felton Grain Co. incorporated with \$10,000 capital stock. Incorporators: G. E. Felton, J. B. Felton and H. D. Felton.

Galveston, Tex.—John and Chas. Reymershoffer, who have taken the Texas Star Rice Mills, will also devote their attention to the export grain trade.

Mart. Tex.—The Mart Grain & Eltr. Co. will purchase a warehouse corn shucker and sheller, also an oat clipper and grain cleaner and a set of hopper scales.

A bill providing for official inspection and weighing of grain by the state will be introduced in the legislature by Senator Bent and Representative W. D. Wilson.

Austin, Tex.—The State Railroad Commission on Dec. 15 issued an amendment to the notice for a hearing Jan. 17 on grain rates, substituting a new list of commodities.

Lending bags to farmers or selling them on credit does not promote or foster trade. In fact experience has shown that it has a tendency to drive farmers trade to one's competitor.

Sherman, Tex.—The Louisiana Pest Commission, at the urgent solicitation of the Texas Grain Dealers Assn. has raised the quarantine on grain, which will now be shipped into Louisiana as soon as the railroads are officially notified.

Some of the wholesale dealers in Louisiana are trying to get a rehearing of the decision of the Louisiana Pest Commission's ending the quarantine against Texas oats. It is not believed the Commission will heed the appeals of the dealers who have on hand large quantities of northern oats they wish to sell.

Ft. Worth, Tex.—The Burrus Mill & Eltr. Co. has bot the plant of the Cameron Mill & Eltr. Co., including all outside interests, comprising several grain eltrs. in north Texas and Okla., for \$300,000. The eltr. will be enlarged to 280,000 bu. capacity and otherwise improved. Hugh A. Allen will be retained as mgr.

H. B. Dorsey, secy. of the Texas Grain Dealers Assn., again urges all members of the Assn. to use all of their influence to secure the passage of the Cooper-Quarles bill giving to the Interstate Commerce Commission power to correct discriminating rates, suggesting that Texas dealers write at once to their congressmen and U. S. senator to put forth renewed energies to pass this bill.

The maximum schedules of rates proposed to be put in force by the Texas R. R. Com'n, with an arbitrary added in the case of a two line haul, are exceedingly liberal to the R. R. Co.'s, compared with the rates which some of these same roads voluntarily make in other states traversed by them, and cause one to wonder at the perpetual complaint emitted by the traffic officials. If the rates mentioned in the Journal's last report are reductions from those now in force, the people of Texas must be paying inordinately high ones at the present time, and it is the plain duty of the Com'n to relieve them of such an imposition, even tho it may hurt the feelings of the R. R. managers by so doing. —F. R. M.

### TEXAS LETTER.

A great deal of interest in grain circles is being taken on the action of the Railroad Commission of Texas in regard to the reduction in grain rates, a hearing on which will be held on the Jan. 17. It is

probable that a good delegation of the grain men of the state will attend this hearing.

It is rumored that trouble is brewing in the matter of the interstate milling in transit rates and that the matter is likely to come to a head at any time. Another freight trouble is in the proportional rates to Ft. Worth and to North Ft. Worth. The Board of Trade of Ft. Worth has taken up the matter of the difference in rates on grain to these two points and will make an application to the Rock Island to extend the North Ft. Worth rate to Ft. Worth. The Rosenbaum Grain Co. has its eltr. located at North Ft. Worth.

At the National Cotton Convention at Shreveport on the 12th and 13th the matter of the quarantine against Texas oats on account of the boll weevil received considerable attention and Mr. Keel, prest. of the Texas Grain Dealers Association, was in attendance at the convention to take a hand to get the quarantine abolished. Mr. Keel stated that as the weevil was already in Louisiana, in any event a quarantine could be of no use to that state and that again there was small chance of the Texas grain having the cotton boll weevil in it. Mr. Keel in his argument against quarantine by the southeast against Texas on grain stated that Texas oats were shipped to Kansas, etc., and then reshipped to southeast and it was better to get the oats direct from Texas and thus insure getting the red rust proof of Texas. —J. S. W.

### WASHINGTON.

Tacoma, Wash.—State Grain Inspector J. W. Arrasmith is engaged in a controversy with a grain company which claims that cars of oats from Minnesota billed to Tacoma and destined to San Francisco are not subject to inspection. The grain has been inspected in Minnesota and may be again inspected at San Francisco, but the grain company objects to paying for inspection at Tacoma, as it serves no useful purpose. The grain company proved that it had sold 800 tons of oats for shipment from Minneapolis to Tacoma for shipment, and offers to pay the inspection fee on all oats sold locally. The attorney-general of Washington has given the following opinion, which, however, is not final: The grain seems to fall clearly within the provision of section 18 of the grain inspection act, for it is not consigned to a destination outside of the state, but to dealers in Tacoma. The fact that the way bills are marked "Shipment for export to other points" is certainly not a consignment to parties in other points. It is not simply passing through the state of Washington in transit but, according to your statement, is unloaded and placed in warehouses for storage. Whether the bills were accompanied by inspector's certificates of the state whence the grain was originally shipped, I think is entirely immaterial. If the grain is subject to the inspection laws of our state the fact it was inspected in some other state, which was evidenced by inspector's certificates, would make no difference. Inspection laws do not constitute regulations of commerce within the meaning of the constitution, and therefore the several states, in the proper exercise of their police powers, and in the absence of legislation by congress, may enact inspection laws which will apply to subjects of interstate and foreign commerce. The right of the state to pass inspection laws is expressly recognized so far as foreign commerce is concerned, in



## No Freezing

Water will not freeze in the water jacket of your gasoline engine or in the supply tank if you use

## Calcium Chloride

Just dissolve it in the water, that's all. It does the rest.

Will not rust or corrode the tank or engine jacket. It is an antiseptic, has no odor, will not evaporate or form sediment of any kind.

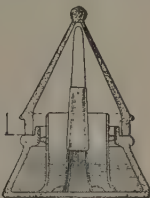
A good thing to put in water barrel or fire pails. Keeps the water from evaporating. We can supply it promptly in any quantity at lowest prices.

Write for our booklet "A Little Light on our Calcium Chloride".

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117 E. Kinzie St., - - Chicago, Ill.

[FREE: A special hydrometer for testing and regulating the strength of the solution, given free with each order.]

THE  
ONLY  
HOLDER  
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PASTE  
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MUCI-  
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that keeps contents air-tight. No evaporation. Ground glass joint. Cover larger in diameter than mouth of receptacle, so lifts off readily, and will not stick to mouth, contact being on bottom only.

No clogged up mouth or mucilage covered brush handle. Adapted to Office and Home use, . . . . .

THE SCATTERGOOD CO.

1722 Venango St., : : Philadelphia

## Wagon Loads Received FORM 380

For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9½x12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Line Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

## Grain Purifying

When properly done is the most profitable work in the elevator, and costs very little.

Must, Smut and Mold Odors, Water and Climatic Stains Removed, leaving grain clean in appearance and with natural aroma.

Every elevator is interested in this work, and you should write us by next mail for description and grain samples of work. Address

## Caldwell & Barr

EARL PARK, INDIANA



### The Only 60-day Clock

in the World is the Prentiss. It requires winding but once in two months and keeps phenomenal time throughout its long run. If in need of a good timepiece get a Prentiss and you will always be on time. The calendar is entirely automatic in its action being operated by the clock at midnight.

Also Frying-pan, Tile, Panel, Program, Electric, Synchronized and Watchmen's clocks.

Send for Catalogue No. 994

The Prentiss Clock Improvement Co.  
Dept. 99, 49 Dey St., N. Y. City.

The F. R. MORRIS GRAIN DRIERS stand at the head for perfect work. Do not install a high priced grain drier without investigating. Any capacity from 1,000 to 10,000 bushels per day to suit requirements can be furnished. A thorough investigation will convince anyone that the MORRIS DRIER is the only drier that will dry grain without injuring its natural luster or hurting the fiber of the kernel, thereby causing it to break up in handling. This one fact alone demonstrates its superiority over all others.

The conditioners and coolers for grain getting slightly out of condition are a great addition to any elevator and where the moisture is not too great but where a large amount of excess moisture is present then the drier must be used. Do not delay until you have lost grain enough by deterioration to pay for a drier but make up your mind and order at once. Address,

F. R. MORRIS, Milwaukee, Wis.

## PORTABLE GRAIN BIN



800 to 2,000 Bushels Capacity.

Can be set up or taken down in a few minutes. May be set under the elevator of a machine. A handy Bin for either farmer or grain dealer. Furnished with or without floor and waterproof cover with ventilator. We also manufacture Corn Cribs and Wire Fence. Catalogue free.

THE DENNING WIRE & FENCE CO.

Cedar Rapids, Iowa



## No "Shell Game"

Can clean one out of ear corn so quickly, so neatly and completely as

## The OHIO Corn Sheller

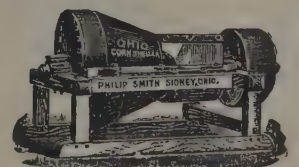
CLEANS CORN FROM THE COBS

It plays "the game" with all shelling surfaces chilled.

New Corn or Old Corn stands no chance. However, it gives everybody satisfaction.

The PHILIP SMITH CO.  
SIDNEY, OHIO

Can tell you how their machine does "the trick." Ask them.



act I, section 10, of the United States constitution. The same principle applies to interstate commerce.

Spokane, Wash.—The Washington Water Power Co. will build three 100,000-bu. steel wheat tanks, to cost \$14,000, for its flour mill operated by the Spokane Milling Co.

### WISCONSIN.

Emerald, Wis.—The Northern Grain Co. is building an eltr.

Eau Claire, Wis.—A starch and glucose factory is to be established here.

Superior, Wis.—It is said local grain dealers will again try to have a state grain inspection bill passed.

Waukesha, Wis.—F. J. Smart Grain & Produce Co. has sold its stock and business to James Brimmer.

Winneconne, Wis.—The Milwaukee Eltr. Co., dealer in grain and flour, has gone out of business here.

Strum, Wis.—A flat house has been erected by F. E. Lyon, but without machinery his facilities are inadequate, as very little grain can be loaded with a wheelbarrow.

Manitowoc, Wis.—P. J. Shea, local mgr. of the Northern Grain Co.'s eltrs., was seriously injured Dec. 3. While helping to move 2 cars the coupling to two cars broke, throwing the cable hook against his thigh and severely bruising him.

Superior, Wis.—The railroad company has adopted a new method of dealing with the car-sweeping thieves. Suit for the value of the wheat proved to have been stolen was brot against Chas. Van Haven, and the company recovered judgment for \$28 and costs of the action. This case was brought as a test of the law on this point. The railroad companies have had a great deal of trouble for years past with persons entering the yards to sweep wheat from unloaded cars. It is claimed that not only has wheat been swept from emptied cars, causing much annoyance, but that in many cases sweepers have stolen from loaded cars and have worked many ingenious devices to get wheat.

### MILWAUKEE LETTER.

Frank Harlow of Chicago and Tracy L. Cockle, one of Bartlett, Frazier & Carrington's new traders, have been elected to membership in the Chamber.

The blandishments of the fair "Cassie" have wrought havoc even in Milwaukee, where there dwells a feed dealer formerly of Cleveland to whom Mrs. Chadwick is said to be owing several hundred dollars for grain consumed at her stables.

Receipts of barley have been relatively heavy since the close of lake navigation, and despite the general withdrawal of shippers from the market, all offerings are being disposed of at good figures. Receivers look for a brisk trade after the holidays are over.

The movement of flax-seed to this market during the present season has thus far been very light, altho prices paid by local crushers are very favorable. The light receipts force them to "bid up" right along in order to secure enough seed for their current requirements.

Elmer Robertson, who has been prominent in the pit since the revival of option trading here, recently departed for one of the rural districts of Arkansas, where he has bot a rice farm and will set-

tle down to bucolic pursuits. Imagine Elmer, the natty, in the blue jeans, boots and banyan-like hat peculiar to those regions! 'Twere a picture for the gods.

Wallace M. Bell represented the Milwaukee Chamber of Commerce at the uniform bill of lading hearing in Chicago. The gist of his report to the directors, on his return, may be described as embodying what has actually developed since that time. Mr. Bell has served the exchange in a similar capacity so many times that he is now regarded as one of the ablest exponents of the shipping interests of this city.

The much-needed Milw-Southern R. R. got within a half miles of its projected terminus on the river-bank, but has been held up for several months since by court proceedings. Roads traversing some of the best grain territory of the West are knocking at the doors of Milwaukee, but the lines now entrenched here have thus far been able to close every possible inlet to them, and this practically closes our market to hundreds of shippers who would otherwise take advantage of it.

The rice-hull mixture, which was so heavily scored by a correspondent of the Journal, has been alleged to have been offered by one or two of the jobbing houses here, but a gentleman who looked into the matter states that he is convinced of the falsity of the charge. The latter, however, was more in the nature of an "insinuation," which started no one knows where. Those who are ordering from this market have no occasion to fear dishonest practices by any of the well-known firms.

A resolution has been introduced in the Milwaukee common council by Alderman Mallory, son-in-law of E. P. Bacon, asking the state legislature to pass a law which will enable the city to acquire a right-of-way for use by any and all railroads desiring to enter this place. A bitter fight is looked for in the state senate, but public opinion here is thoroly aroused to the necessity of having some action taken to prevent the R. R.'s in control from continuing their monopoly of the city's trade.

Senator Quarles, who is home for the holidays, does not expect to see his bill passed at this session of Congress, owing to the pressure of other matters now before the Senate. He is of the opinion that such measures as the Swayne impeachment case will take up all the time until the appropriation bills come over from the house. It is his understanding, however, that a special session will very probably be called in the fall to consider the pending legislation for strengthening the Interstate Commerce Law.

It seems probable that the delegates from Milwaukee to the last meeting of the National Board of Trade will be returned by the Chamber, as it has been felt that they exercised a large influence in the councils of that body, which, under the Presidency of Col. Sullivan of Cleveland, has put itself in better shape, as an organization, to do the work for which it was originally created—not the passage of puerile resolutions on a multitude of subjects, but the recommendation of varieties of trade and legislative policies and reforms which are needed by the commercial interests of the country at large.

Nothing has been heard, of late, regarding the new bureau of grain inspection and sampling which was so much talked of a few months ago, and a journal representing one of the buying inter-

ests here comments vigorously upon the remissness of the directors in bringing the matter to a vote. However, patience should be exercised. It is the purpose of the committee having the proposed changes under consideration to give careful attention to them from every possible viewpoint and work out a system which shall be satisfactory from the start. After the holidays are over the several members will have more time, also, to devote to the matter.

The sponsors of the Quarles-Cooper Bill, which was drawn in this city, do not favor the scheme for a Commerce Court and believe that any attempt to broaden the scope of the legislation now sought will only result in further delay. They feel that it is better to adhere to such amendments to the Interstate Commerce Law as will give it practical effect, and secure their adoption at this session of Congress, if possible. Then any plan for expediting the cases that go to the courts can be taken up at the next session. The bill above named itself provides that the consideration of appeals to the circuit court shall be given precedence over all except criminal cases.

The annual New Year's entertainment, which was abandoned last year on account of the Iroquois disaster, will be given Dec. 31st by the boys on "Change, with many features of the famous "Horse Show," which was to have been the crowning glory of all such events twelve months ago. Clauders' Orchestra, the best in the city, has been engaged to discourse sweet strains of music while the untamed young of the bulls and the bears do various vaudeville stunts for the edification of those who for two seasons past have been deprived of witnessing these pleasurable antics. A high old time is promised by Billy Krull, Morey Lowry and other talented specialty performers who never fail to make good.

The directors of the Chamber have adopted a resolution urging Congress to pass the Boutelle Bill abolishing the special government tax on alcohol used for industrial and manufacturing purposes. The idea is to encourage the making of alcohol at a cost which will permit of more effective competition with foreign countries—incidentally helping the grain trade thereby. As is well known, alcohol is formed during the fermentation of vegetable juices containing sugar in solution and extracted from spirituous liquors of different kinds by successive distillations. A large part of Milwaukee's rye and corn receipts goes to distilleries, whose competition maintains the activity of the market at times when millers and shippers would force prices to a low level.

Receivers are not called upon very often, this season, to secure empty cars for grain to be loaded at interior stations. This is partly due to the decreased movement, but also to the fact that a large number of new cars have been put on the Wisconsin divisions. To the credit of the R. R. people it may be said that they are straining every effort, so far as the boards of control in the East will permit, to bring their rolling stock up to the full necessities of traffic. Manager Klapp of the Wisconsin Car Service Ass'n has also taken occasion of late to toss a few nosebags to receivers of freight of all kinds, whom he declares show an increasing disposition to co-operate with his Dept. by unloading cars immediately after they have been placed, instead of using the full space of the time limit.—I.



## Grain Carriers

The Canadian Pacific will build 3,000 cars.

The last boat to leave for Fort William was the steamer Huronic, Dec. 11.

The New York Central and Lake Shore roads have ordered a total of 4,000 cars.

The Louisville hearing by the Interstate Commerce Commission has been indefinitely postponed.

Grain dealers on branch lines of railroad near Champaign, Ill., are complaining of scarcity of cars.

Navigation closed at Chicago Dec. 10 with the sailing of the corn-laden steamers Wilkinson and Smith.

The Missouri River & Northwestern Railroad is to be completed from Rapid City to Mystic, S. D., 35 miles.

Duluth-Superior finished the grain shipping season Dec. 5 with a rush. Thirteen boats got away during the 24 hours ending at midnight.

When private property is devoted to a public use, it is subject to public regulations.—Branch v. Railroad. Supreme Court of North Carolina. 77 N. C. 348.

The Northern Pacific Railroad has made a rate of 52½ cents on flour, the same as on wheat, from Eastern Washington and Idaho to Chicago, Peoria and St. Louis.

Representative Russell of Texas has introduced a bill in Congress to regulate carriers and to prevent them from limiting their common-law liability as they seek to do in the uniform bill of lading.

The cut rate of 11½ cents per 100 pounds on wheat from Port William was made by the Canadian Pacific Ry. just before the close of navigation to fill a few boats at St. John, N. B. The rate was increased Dec. 9 to 24 cents.

The railroads have agreed not to enforce the uniform bill of lading until after Apr. 1. After the holidays the Interstate Commerce Commission will probably take action that will make the enforcement of the obnoxious bill impracticable.

E. P. Bacon, chairman of the Interstate Commerce Law Convention, has issued an appeal to the public to write their senators and representatives in Congress urging them to give their hearty support to the Quarles-Cooper bill.

Edward W. Swanson, secy. of the Farmers Grain & Supply Co., Spokane, Wash., and others have incorporated the Eastern Washington Railroad to build 35 miles of line between Fletcher and Connell, to aid in marketing the immense wheat crops.

Committees from the Michigan Grain Shippers Assn., Michigan and Indiana Coal Dealers, Michigan Lumber Dealers and Michigan Manufacturers Assns. held a conference Dec. 16 with the state freight commission at Detroit on the subject of shortages and loss of freight in transit.

Michigan shippers who are members of commercial organizations have joined in a demand that the demurrage charges be reduced from \$1 per day, as the cars are larger and take more time to load

and unload. Shippers and receivers also demand reciprocity in the payment of a penalty for delay by the railroads.

It is my belief the railroads will never agree on that bill of lading. Several are beginning to see a great white light. They already know the shippers do not want it. They are getting out a new freight classification list to go into effect on Jan. 1. They are likely to have trouble with that before they get through with it.—Secy. J. M. Glenn of Illinois Manufacturers Assn.

Jas. J. Hill says: The Interstate Commerce Commission has already all the power required to adjust rates. Under the present laws it has power enough to hang a murderer. I have no criticism to make of the honorable gentlemen who compose the present commission, but that commission cannot be sheriff, grand jury, prosecutor, court, and autocrat all in one—sheriff to arrest; grand jury to indict; prosecutor to ferret out evidence; court to try and autocrat to operate railway companies. The remainder of Mr. Hill's verbose remarks it is unnecessary to quote, as he misunderstands the object of the proposed legislation, which is not to make arbitrary rates, but to correct unreasonable discriminations in rates that are building up monopolies.

An eminent railway lawyer says that the president's recommendation regarding the desirability of giving to the Interstate Commerce Commission the right to regulate railroad rates without waiting on the slow processes of the courts is like hanging a man and giving him the right of appeal after the hanging. That is rather clever. But suppose we turn it the other way about. At least the railroad would get something resembling a fair trial at the hands of the commission before the execution of the sentence. As matters now stand the shipper gets just what the railroads choose to impose upon him for their own profit. If the commission looks into the matter and denounces the injustice of the infliction nothing comes of it until some years have passed.—Daily News.

In its annual report to Congress the Interstate Commerce Commission Dec. 19 calls attention to the imperfections of the present law which entitles carriers to ignore the order of the commission and await the judgment of the circuit court upon a petition by the commission and another trial of the issues in that court. The more important the case may be, the greater the benefit conferred upon shippers or communities, the less likely is the order of the commission to be observed. The Commission must not only render a just decision, but one that is convincing to the carrier, to afford the relief from unlawful rates contemplated in the statute. If the decision of the Commission is right the public is entitled to have it go into effect. If it is wrong, its operation could be enjoined upon showing to that effect by the carrier in a suitable and summary proceeding in the federal court.

The production and international movement of grain in the principal European countries is the subject of a bulletin soon to be published by the Dept. of Agri.

Canned rice is a new thing placed on the market by two Houston, Tex., men. The rice is put up plain, and with various vegetables, and only requires warming to serve.

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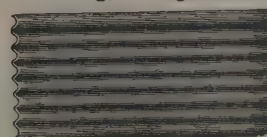
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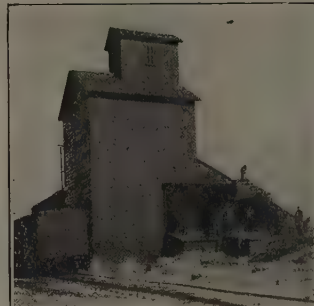
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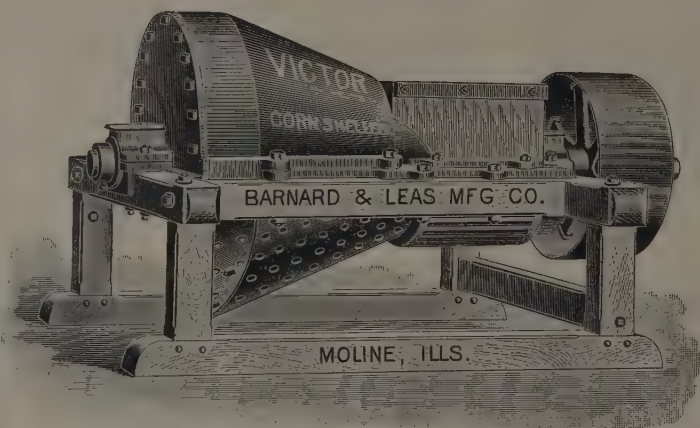
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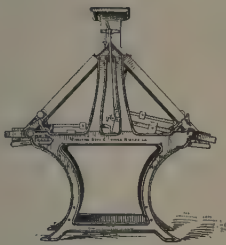
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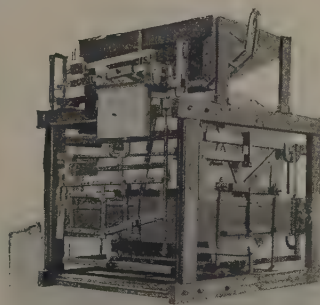


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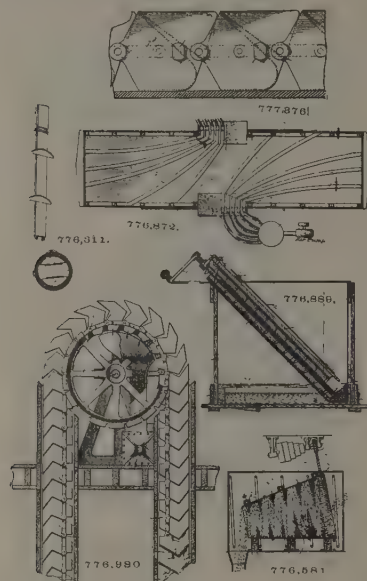
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## Patents Granted

Carbureter for Explosive Engines. No. 777,220. Fred Patee, Indianapolis, Ind.

Carbureting Apparatus for Explosive Engines. No. 776,982. Jos. D. Anderson, St. Marys, O.



Hot Tube for Gas Engines. No. 776,586. John Ebel and Walter J. Hudson, Pittsburg, Pa.

Valve Gear for Explosive Engines. No. 776,708. Chas. H. Way, Lansing, Mich., assignor to Clarkmobile Co., Lansing.

Explosive Engine. No. 776,800. Ferdinand J. Rochow, Brooklyn, N. Y., assignor of three-fourths to A. F. Lucas, Washington, D. C.

Apparatus for Sealing Weights. No. 777,597. Chas. B. Carr, St. Johnsbury, Vt., assignor to the E. & T. Fairbanks & Co., St. Johnsbury.

Sparkling Device for Internal Combustion Engines. No. 776,700. Chas. E. Sterne, San Diego, Cal., assignor to Sterne Bros. Co., San Diego.

Speed Regulator for Explosive Engines. No. 777,295. George Marx, Jr., Nuremberg, Germany, assignor to Vereinigte Maschinenfabrik Augsburg u. M. N. A. G., Nuremberg.

Grain Drier for Cars. No. 776,872. (See cut.) Jas. J. Swaine, Baltimore, Md. Air conduits are thrust into the car near the floor and towards the ends of the car, a base plate at the floor preventing the loss of grain when the door is raised to introduce the piping. An air pump forces the air into the conduits.

Drier. No. 776,581. (See cut.) Wm. Angus, Montreal, Can. The drier consists of a truncated conical foraminous cylinder arranged with its lower side horizontal and means for causing the material to be lifted by the cylinder and dropped across the interior thereof. The cylinder is contained in a dry-heated

chamber, runs on ball bearings and is driven by sprocket and chain.

Elevator. No. 776,980. (See cut.) Emil Altmann, Helena, Mont. A V-shape is given to the bottoms, sides and top edge of each bucket so that the buckets will fit together. After being raised to a level with the shaft of the head sprocket the buckets begin to discharge toward the center of the wheel. Pivots and cross-bars connect the bucket together to form a chain.

Conveyor. No. 777,376. (See cut.) Wm. T. James, Chicago, Ill. The bucket is pivotally mounted to hang freely, but adapted to lie on the front side in the lower run, and each bucket has a loading chute on its back extending into the mouth of the next succeeding bucket. The bucket is provided with projections on its sides to engage slots in the sides of the loading trough.

Smut Machine. No. 776,889. (See cut.) Andrew V. Cleland, Minneapolis, Minn. A grain tank having a series of perforations in its bottom contains an inclined conveyor pipe having a feed opening at its lower end and perforations opposite the opening coinciding with perforations in the tank. The conveyor pipe contains a screw to raise the grain out of the liquid, the depth of which is regulated by tilting the tank, while the flow of grain is regulated by a slide.

Portable Grain Conveyor. No. 776,611. (See cut.) John W. McCoy, Stafford, Kan. A grain receptacle having an inclined bottom and provided with casters is secured to a tower comprising an upper and a lower section, the upper section sliding within the lower section. The upper section carries a rack meshing with a cog-wheel at the upper edge of the lower section. The endless grain carrying belt which travels over two pulleys in the tower is made in sections which are removable to adjust the length of the belt to the different heights of the tower.

Exports of beans and pease amounted to 183,384 bus. during the ten months prior to Nov. 1; against 188,896 bus. during the corresponding months of the preceding year, as reported by O. P. Austin, chief of the Bureau of Statistics.

Linseed oil cake amounting to 520,326,249 lbs. was exported during the ten months prior to Nov. 1; against 558,621,481 lbs. for the corresponding months of the previous year, as reported by O. P. Austin, chief of the Bureau of Statistics.

## Cobs

The Philippine export of hemp for the twelve months prior to July 1, 1904, was 129,742 tons, compared with 130,159 tons during the preceding fiscal year.

Imports of rice, rice flour, rice meal and broken rice amounted to 119,533,499 lbs. during the ten months prior to Nov. 1; against 155,699,276 lbs. during the corresponding months of the preceding year, as reported by O. P. Austin, chief of the Bureau of Statistics.

Philippine imports of breadstuffs for the fiscal year prior to July 1, 1904, as reported by the bureau of insular affairs of the War Department, included 105,175 bus. wheat, corn, oats and barley, and 205,987 barrels of wheat flour; compared with 17,771 bus. of grain and 188,263 barrels of flour during the corresponding months of 1902-3.

If the Cotton Exchange, under a threat of expulsion, would compel any member claiming to be in possession of advance information concerning an official report of this Bureau to substantiate such claim and make known the source of his alleged information, it would do much to put an end to the groundless allegations that are made from time to time. Forecasts of the Bureau's figures might continue to be made by commercial statisticians and cotton houses on the strength of their own investigations, and guessing pools might continue to cover the entire range within which the official reports must inevitably fall, but the bona fide character of any legitimate commercial forecast or the non-significance of any mere coincidence of figures would be easily demonstrable to the satisfaction of all reasonable persons. —John Hyde, statistician of the Dept. of Agri.

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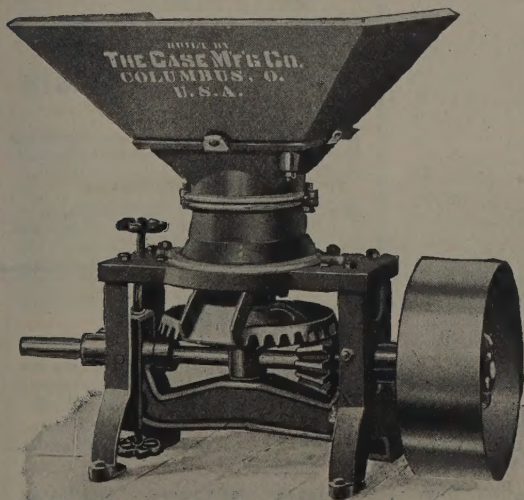
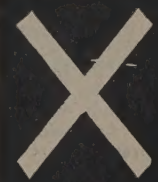
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## Supreme Court Decisions

The Supreme Court of Kansas has affirmed the decision of the lower court against the Rock Island road for the loss of wheat shipped over the road. The suit was begun in a justice court; and the Supreme Court ruled that the city court of Topeka only had jurisdiction.

A proposal to sell 10 car loads of potatoes is not accepted by an order for potatoes which requires the cars to average 30,000 pounds, but such condition constitutes a variation from the proposal.—Brophy v. Idaho Produce & Provision Co. Supreme Court of Montana. 78 Pac. 493.

An agreement in a contract of shipment that no suit for damages should be brought, unless commenced within six months after the loss, is in effect an attempt to vary the statute of limitations, and against public policy and unenforceable.—Adams Exp. Co. v. Walker. Court of Appeals of Kentucky. 83 S. W. 106.

Agreements whereby the validity, and effect of a contract, or the rights of the parties, are submitted to arbitration, may operate to oust the courts of jurisdiction, and are so far contrary to public policy that the submission may be revoked at any time before the award.—Parsons v. Ambos. Supreme Court of Georgia. 48 S. E. 696.

Plaintiff sold to defendant hay in stacks, to be baled before taken away, defendant to furnish baler and plaintiff to assist in baling. Defendant directed the baler which stacks to bale first, but the baler left the premises because plaintiff insisted on having certain other stacks baled first. Held, that the purchaser had the right to direct the order of baling, and plaintiff could not recover as for breach of contract by defendant.—Fowles v. Rupert. Supreme Court of Michigan. 101 N. W. 202.

A wife as tenant to the entirety with her husband has no such interest in the crops growing on land so held as to enable her to maintain a bill for an accounting for her share of the proceeds from the crops, and that an oral agreement between the husband and wife shall have an equal share in the profits arising from land held by them as tenants by the entirety is void, as giving a deed a different effect from such as the words in it legitimately import.—Morrill v. Morrill. Supreme Court of Michigan.

A claim arising out of the conversion by stockbrokers of shares purchased and held by them on a customer's account, charging him with commission and interest, and crediting him with amounts received as margins, is provable under the bankruptcy act of July 1, 1898 (30 Stat. at L. 562, chap. 541, U. S. Comp. Stat. 1901, p. 3447), sec. 63a, as a debt "founded upon an open account, or upon a contract, express or implied."—Crawford & Valentine v. John E. Burke. Supreme Court of the United States. 25 Sup. Ct. Rep. 9.

Where goods are shipped "released," the burden is upon the carrier to show that the loss was within the exemption, and not occasioned by his negligence.

Civ. Code 1895, sec. 2265. Since, in this state, public policy prevents a carrier from contracting against the results of his own negligence, the contract to ship goods "released" must be construed to mean that he is only relieved from losses occasioned without his negligence.—Georgia Southern & F. Ry. Co. v. Johnson, King & Co. Supreme Court of Georgia. 48 S. E. 807.

Crawford & Valentine, brokers of Chicago, bot 550 shares of Metropolitan Traction stock for John E. Burke. Subsequently, and without his knowledge, they sold the stock, and falsely representing that they still held the stock continued to demand additional margins until they had obtained from him \$10,800. Burke brought suit in trover to recover, while defendants pleaded discharge in bankruptcy as defense. The circuit court of Cook County, the Appellate court for the first district and the Illinois Supreme Court each decided in favor of Burke; but the United States Supreme Court on Nov. 7 reversed the Illinois courts and remanded the case for new trial, on the ground that a creditor, by electing to bring an action in trover, as for a fraudulent conversion, does not deprive his debt of its provable character under the bankruptcy act.

The right of shippers to prompt movement of consignment is made plain by the Supreme Court of North Carolina in a decision rendered Nov. 15 against the Southern Railway Co. A law of North Carolina, enacted in 1903, provides a penalty of \$25 for the first day and \$5 additional for each succeeding day after 4 days that a shipment is delayed. Judge Douglas of the Supreme Court said: "The railroad was granted great privileges in consideration of the performance of certain duties to the public. It enjoys a virtual monopoly of the carriage of freights within a certain distance on each side of its line across nearly the entire breadth of the state. It enjoys, through the proverbial 'wisdom of the Legislature,' the privilege of having its property exempt from the general burden of taxation. There could not be a clearer case of property devoted for a valuable consideration to a public use, and consequently subject to public regulation. That the regulation in question is within the scope of the police power of the state seems clear to us. A common carrier is bound by the common law to convey goods committed to him for that purpose within a reasonable time, and on failure is liable in damages. The Legislature considered the common-law liability as insufficient to compel the performance of the public duty. It must have thought that the interests of local shippers, for whose interest, principally, the road was built, and against whom the company had a complete monopoly, were being sacrificed by wanton delays of carriage, in order that the company might obtain the carriage from points where there were competing lines by land and water, as from Wilmington or Augusta. It declared, therefore, that the maximum of delay should be five days after a receipt for carriage, and imposed a penalty for every day's delay beyond. The act does not supersede or alter the duty or liability of the company at common law. The penalty in the case provided for is superadded. The act merely enforces an admitted duty." 48 S. E. 801.

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# Fire Insurance

## MILL OWNERS MUTUAL FIRE INSURANCE CO. Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and  
Contents. Oldest Flour Mill Mutual  
in America. Saved to Members  
nearly \$1,000,000.

J. C. SHARP, Secretary, Des Moines, Iowa.

ESTABLISHED 1889

## Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY.

PURELY MUTUAL.

E. E. PERRY, Secretary.

## INSURANCE

### ON GRAIN ELEVATORS AND CONTENTS

Is furnished at cost by the

MILLERS' NATIONAL INSURANCE CO.  
of Chicago

It is a Mutual Company which insures  
more mills and grain elevators than any  
other company in the United States.

It has been in business 29 years and its  
average annual cost for insurance to mutual  
policyholders has been about one-  
half of the board rates of stock companies.

It had admitted assets, January 1, 1904,  
of \$3,812,963.56, and a net cash surplus  
over all liabilities of \$501,212.35. Losses  
paid, \$4,329,279.97.

The same conservative management  
which has directed the Company's af-  
fairs all through its prosperous exis-  
tence will be continued.

Before placing your insurance, write to  
the Company at No. 205 La Salle Street,  
Chicago, for a copy of the circular and  
statement, which fully explains the Com-  
pany's method of insuring your class of  
property on the mutual plan. If your  
risk is up to the required standard you  
cannot afford to insure in any other  
Company.

W. L. BARNUM, Secy.

## Millers' Mutual Fire Insurance Association of Illinois.

ALTON, ILLINOIS.

"In times of harvest lay aside a portion for a  
rainy day." Isn't that good advice? Well  
then, carry your insurance in this Company.  
In twenty-seven years of Underwriting we  
have saved about one-half of the cost of in-  
surance to Policy-Holders. Think of what  
that means. Instead of paying \$100 a year  
only \$50. Isn't that good practice?

Cash Assets ..... \$ 157,000.00

Net Cash Surplus ..... 97,000.00

Deposit Notes ..... 1,025,000.00

We write mills, elevators, grain warehouses  
and stock in them, for a long or short term  
as required. Write to our office and see for  
yourself.

D. R. Sparks, Pres. A. R. McKinney, Secy.

## ELEVATOR AND GRAIN INSURANCE

The Old Reliable  
**Michigan Millers**  
Mutual Fire Ins. Co.  
of Lansing, Mich.

Assets ..... \$1,500,000

Losses paid ..... 1,000,000

Net cash assets .... 255,000

1<sup>1</sup>/<sub>4</sub>

## Million Dollars Indemnity

has been exchanged by  
owners of elevators who  
are subscribers at this  
Exchange—thus pro-  
ducing their

## FIRE INSURANCE AT COST.

That the plan meets the  
approval of grain deal-  
ers everywhere is evi-  
denced by this—our first  
year's record.  
Write for particulars.

Elevator Underwriters at  
Grain Dealers' Exchange

U. S. EPPERSON,  
ATTORNEY and MANAGER,  
409 Kemper Building,  
Kansas City, Mo.



## FIRE LOSSES

CAN BE REDUCED AND

## THE COST

IS REDUCED WHEN THE BEST CONSTRUCTED  
AND MOST PROFITABLE ELEVATORS ARE IN-  
SPECTED AND SELECTED FOR INSURANCE BY THE

## GRAIN DEALERS NAT'L MUTUAL FIRE INS. CO.

INDIANAPOLIS, INDIANA

The best of elevators need care and attention as to the fire danger. Believing that any extra effort or work to reduce the fire hazard should be recognized, the Board of Directors, of the above Company have decided to adopt on Jan. 1st, a simple system of "Self-inspection Reports", which are voluntary on the part of the policy holder and not made a condition of the policy contract. The object is to keep before the persons having care of the property, the matter of the fire danger with more frequent reports to the Home Office of the Company than can be had through our inspectors. For these reports, sent regularly, a reduction will be made in the insurance cost. Details of the system will be furnished anyone interested in preserving their property and in having their effort recognized.

C. A. McCOTTER, Sec'y.





## Allis Six Roll Corn and Feed Mill

For Grinding Corn, Rye, Oats, Barley, Etc.

Built in one, two or three pairs high. Has solid iron frame, eccentric swinging boxes for movable rolls, self-oiling bearings, belt-drive for fast or slow rolls, etc., etc.

**Allis-Chalmers Co.**

Milwaukee, Wis., U. S. A.

Canadian representatives, Allis-Chalmers-Bullock, Ltd., Montreal

## Day's Dust Collector

Made in More Than  
Twenty Sizes

POSTAL FOR BOOKLET

**H. L. DAY,**



1122-26 Yale Place, - MINNEAPOLIS, MINN.



## WEBSTER MACHINERY AND FITTINGS

For Grain Elevators and  
Flour Mills

Write for Catalogs  
K-3 and M-3.

**Webster M'g Co.**

1075-1097 W. 15th St.  
CHICAGO.



**WELLER MFG. CO.**

ENGINEERS, FOUNDERS,  
AND MACHINISTS.

118-126 E. NORTH AVE.

CHICAGO, ILL.

GRAIN ELEVATING,  
CONVEYING &  
POWER  
TRANSMISSION MACHINERY.



SEND FOR OUR NO. 18 CATALOG.

## Kay-Pim Manufacturing Co.

Builders of

Modern Grain Elevator  
Machinery.

Complete Equipments for Terminal  
and Country Elevators " " "

N. Broadway, Monroe & Second Sts. ST. LOUIS.

## State Demurrage Rules.

Compiled by JOHN B. DAISH,  
President American Shippers Assn.

Is a compilation of rules relating to demurrage, so-called reciprocal demurrage or delayage, which have been enacted by the legislatures of the several states or promulgated by commissions organized under state authority.

It contains a digest in tabulated form of the demurrage rules, a copy of the South Carolina form for ordering cars, and a list of the states in which adequate car facilities must be supplied.

Price, \$1.00.

**GRAIN DEALERS JOURNAL**

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